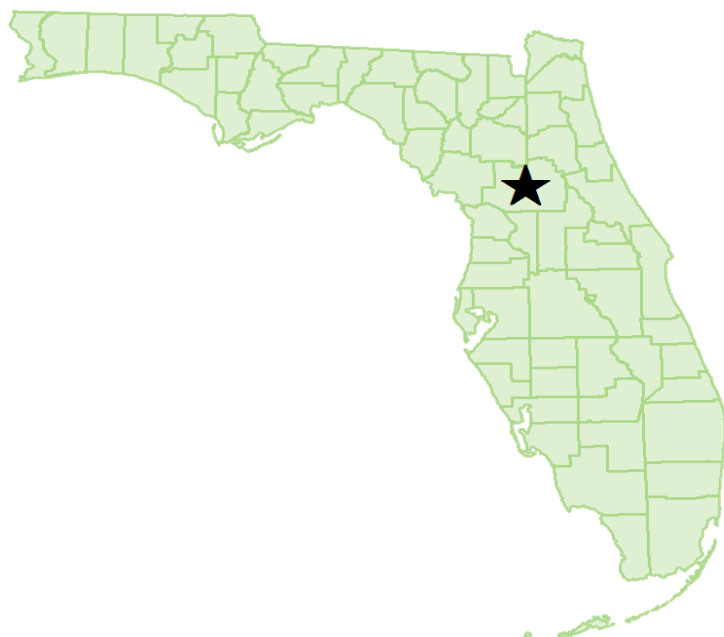


# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



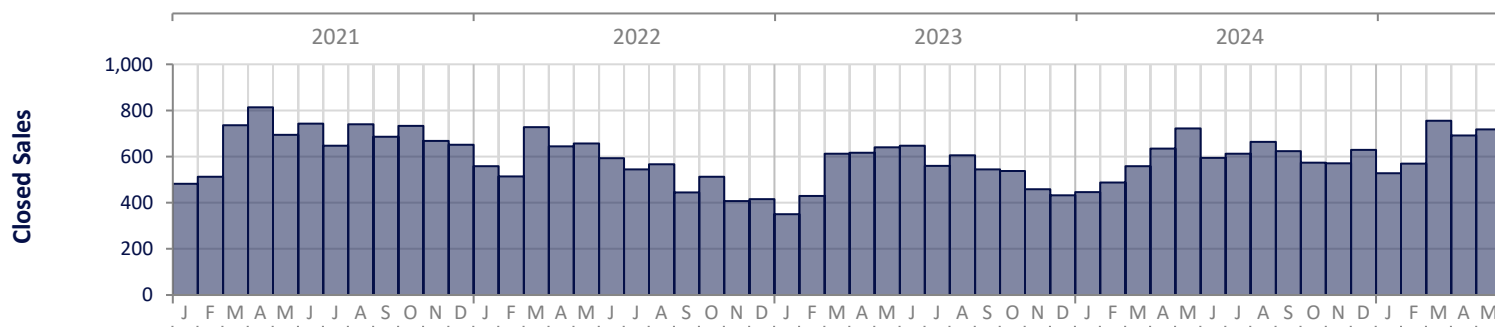
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	718	722	-0.6%
Paid in Cash	202	264	-23.5%
Median Sale Price	\$300,995	\$285,000	5.6%
Average Sale Price	\$373,025	\$360,303	3.5%
Dollar Volume	\$267.8 Million	\$260.1 Million	3.0%
Median Percent of Original List Price Received	96.1%	96.1%	0.0%
Median Time to Contract	53 Days	46 Days	15.2%
Median Time to Sale	95 Days	84 Days	13.1%
New Pending Sales	751	689	9.0%
New Listings	1,056	864	22.2%
Pending Inventory	976	835	16.9%
Inventory (Active Listings)	3,727	2,422	53.9%
Months Supply of Inventory	5.9	4.4	34.1%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	3,263	14.6%
<b>May 2025</b>	<b>718</b>	<b>-0.6%</b>
April 2025	692	9.1%
March 2025	755	35.1%
February 2025	570	17.0%
January 2025	528	18.4%
December 2024	629	45.6%
November 2024	571	24.4%
October 2024	574	6.9%
September 2024	624	14.5%
August 2024	664	9.8%
July 2024	613	9.5%
June 2024	594	-8.2%
May 2024	722	12.8%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

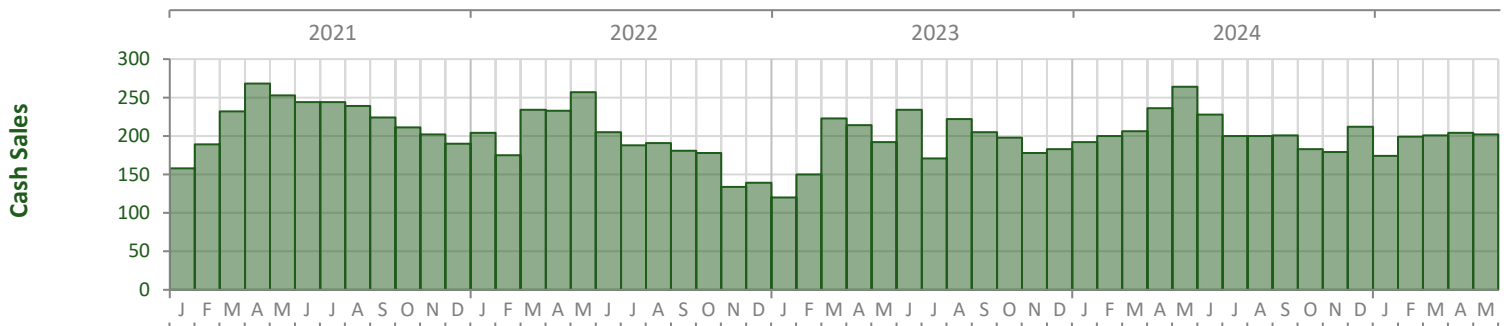


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	980	-10.7%
<b>May 2025</b>	<b>202</b>	<b>-23.5%</b>
April 2025	204	-13.6%
March 2025	201	-2.4%
February 2025	199	-0.5%
January 2025	174	-9.4%
December 2024	212	15.8%
November 2024	179	0.6%
October 2024	183	-7.6%
September 2024	201	-2.0%
August 2024	200	-9.9%
July 2024	200	17.0%
June 2024	228	-2.6%
May 2024	264	37.5%

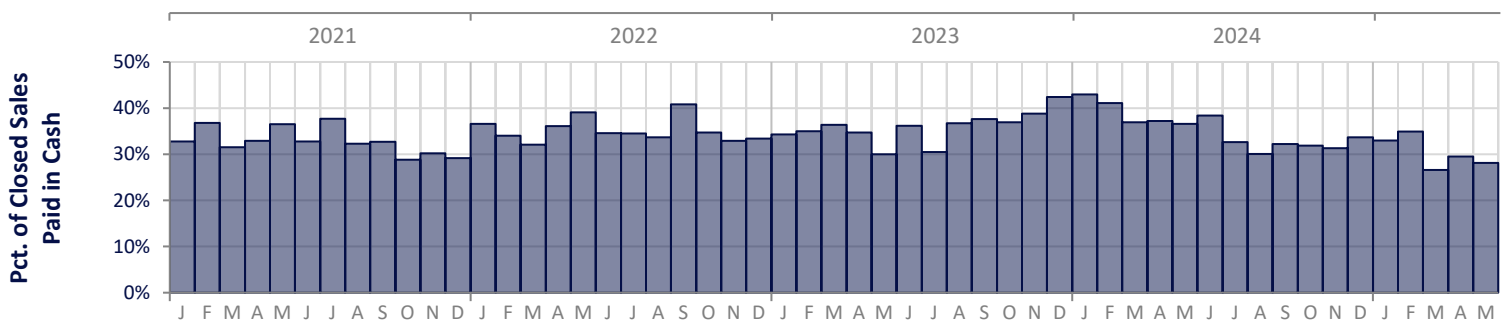


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	30.0%	-22.3%
<b>May 2025</b>	<b>28.1%</b>	<b>-23.2%</b>
April 2025	29.5%	-20.7%
March 2025	26.6%	-27.9%
February 2025	34.9%	-15.1%
January 2025	33.0%	-23.3%
December 2024	33.7%	-20.5%
November 2024	31.3%	-19.3%
October 2024	31.9%	-13.6%
September 2024	32.2%	-14.4%
August 2024	30.1%	-18.0%
July 2024	32.6%	6.9%
June 2024	38.4%	6.1%
May 2024	36.6%	22.0%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

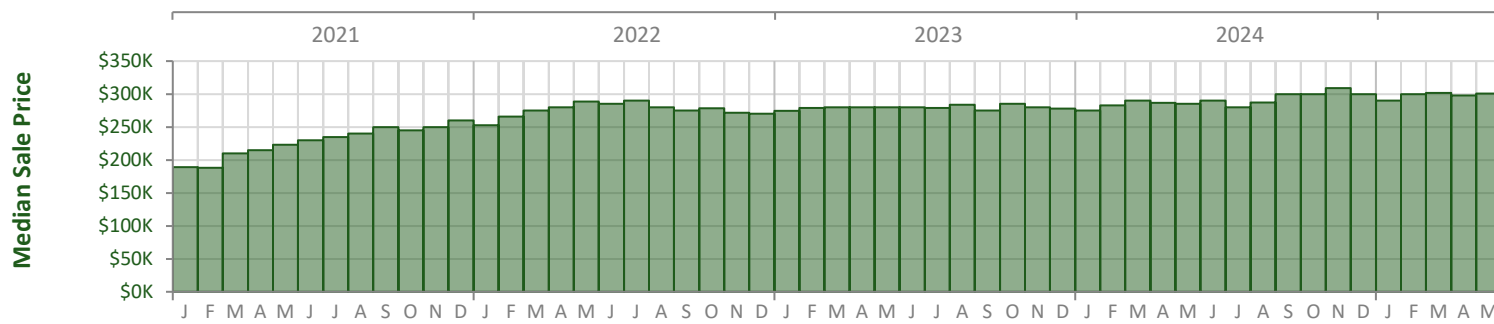


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$299,900	5.2%
<b>May 2025</b>	<b>\$300,995</b>	<b>5.6%</b>
April 2025	\$297,995	4.0%
March 2025	\$301,500	4.0%
February 2025	\$299,945	6.0%
January 2025	\$290,000	5.5%
December 2024	\$299,990	7.9%
November 2024	\$308,990	10.4%
October 2024	\$300,000	5.3%
September 2024	\$300,000	9.1%
August 2024	\$286,995	1.1%
July 2024	\$280,000	0.4%
June 2024	\$290,000	3.7%
May 2024	\$285,000	1.8%

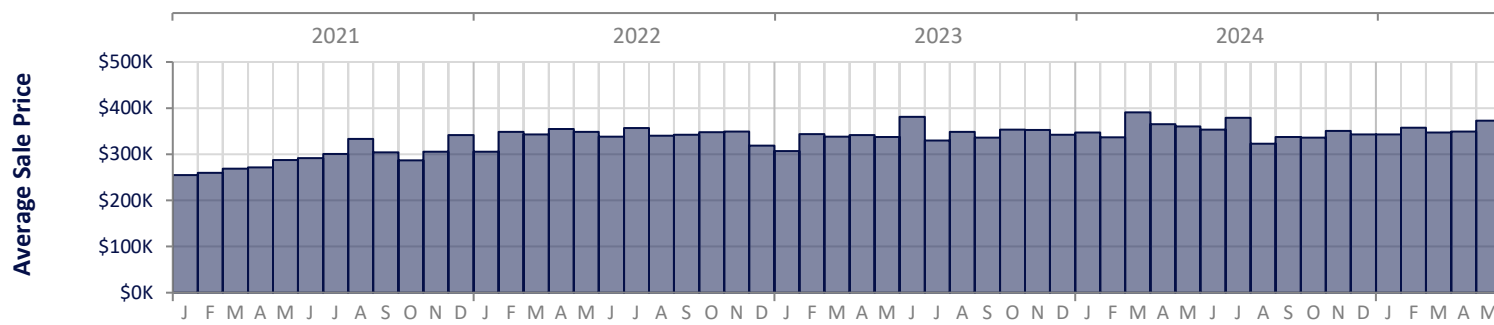


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$354,405	-1.9%
<b>May 2025</b>	<b>\$373,025</b>	<b>3.5%</b>
April 2025	\$349,073	-4.4%
March 2025	\$347,068	-11.2%
February 2025	\$357,575	6.1%
January 2025	\$343,142	-1.2%
December 2024	\$343,090	0.2%
November 2024	\$350,449	-0.7%
October 2024	\$335,777	-5.0%
September 2024	\$337,598	0.5%
August 2024	\$322,845	-7.5%
July 2024	\$379,013	14.9%
June 2024	\$353,469	-7.3%
May 2024	\$360,303	6.9%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

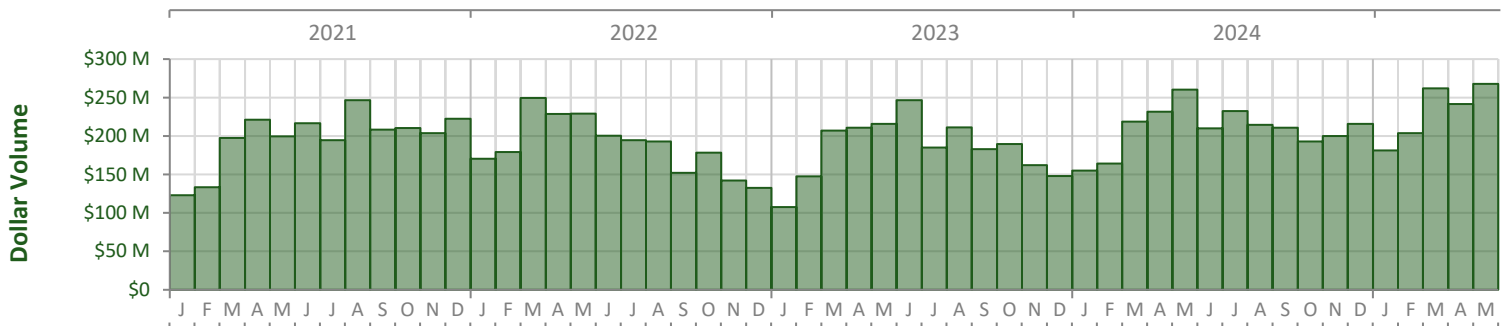


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$1.2 Billion	12.4%
<b>May 2025</b>	<b>\$267.8 Million</b>	<b>3.0%</b>
April 2025	\$241.6 Million	4.3%
March 2025	\$262.0 Million	19.9%
February 2025	\$203.8 Million	24.2%
January 2025	\$181.2 Million	17.0%
December 2024	\$215.8 Million	45.9%
November 2024	\$200.1 Million	23.6%
October 2024	\$192.7 Million	1.6%
September 2024	\$210.7 Million	15.1%
August 2024	\$214.4 Million	1.6%
July 2024	\$232.3 Million	25.7%
June 2024	\$210.0 Million	-14.9%
May 2024	\$260.1 Million	20.6%

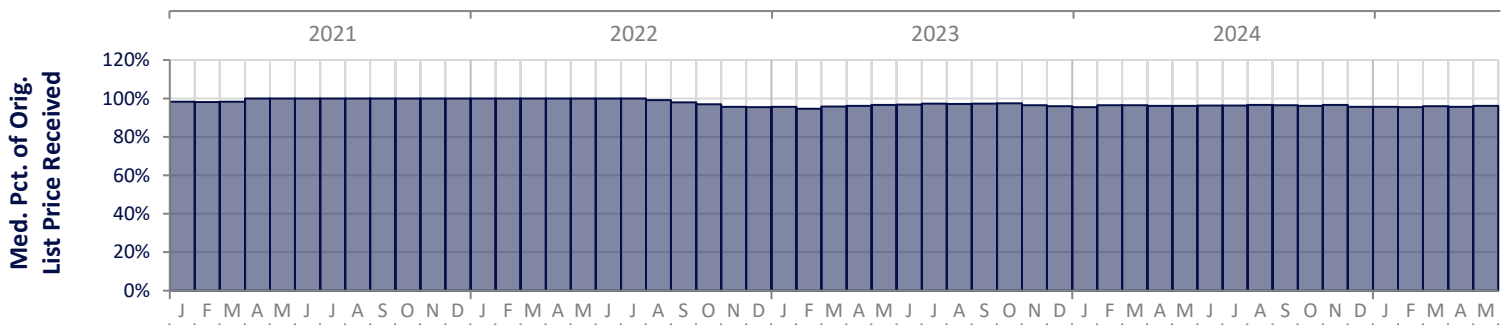


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.8%	-0.3%
<b>May 2025</b>	<b>96.1%</b>	<b>0.0%</b>
April 2025	95.6%	-0.5%
March 2025	95.9%	-0.5%
February 2025	95.4%	-1.1%
January 2025	95.6%	0.2%
December 2024	95.6%	-0.4%
November 2024	96.7%	0.3%
October 2024	96.2%	-1.2%
September 2024	96.5%	-0.8%
August 2024	96.7%	-0.4%
July 2024	96.3%	-1.0%
June 2024	96.3%	-0.5%
May 2024	96.1%	-0.5%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

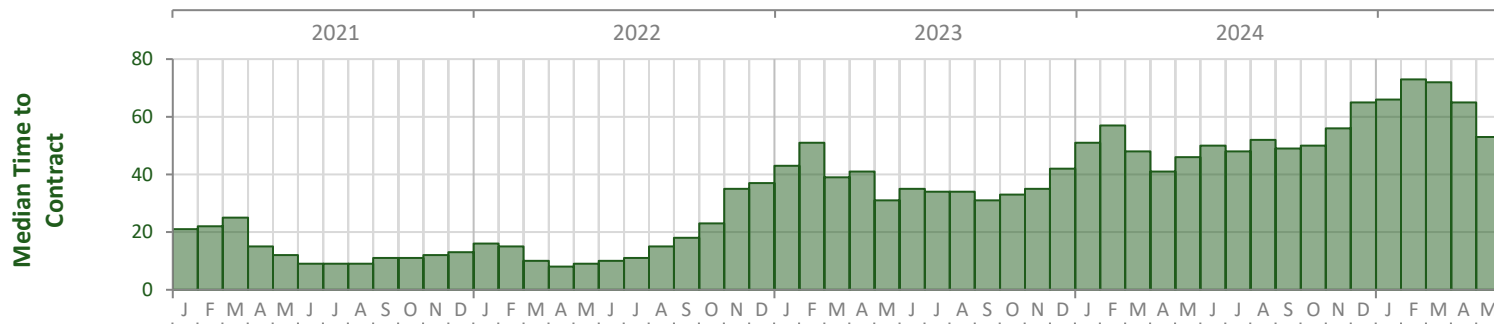


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	68 Days	38.8%
<b>May 2025</b>	<b>53 Days</b>	<b>15.2%</b>
April 2025	65 Days	58.5%
March 2025	72 Days	50.0%
February 2025	73 Days	28.1%
January 2025	66 Days	29.4%
December 2024	65 Days	54.8%
November 2024	56 Days	60.0%
October 2024	50 Days	51.5%
September 2024	49 Days	58.1%
August 2024	52 Days	52.9%
July 2024	48 Days	41.2%
June 2024	50 Days	42.9%
May 2024	46 Days	48.4%

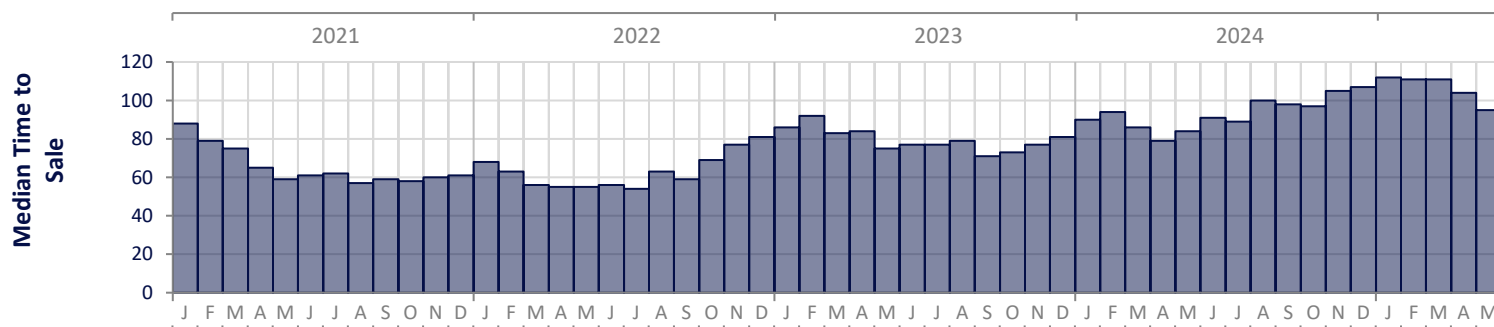


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	109 Days	23.9%
<b>May 2025</b>	<b>95 Days</b>	<b>13.1%</b>
April 2025	104 Days	31.6%
March 2025	111 Days	29.1%
February 2025	111 Days	18.1%
January 2025	112 Days	24.4%
December 2024	107 Days	32.1%
November 2024	105 Days	36.4%
October 2024	97 Days	32.9%
September 2024	98 Days	38.0%
August 2024	100 Days	26.6%
July 2024	89 Days	15.6%
June 2024	91 Days	18.2%
May 2024	84 Days	12.0%





# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

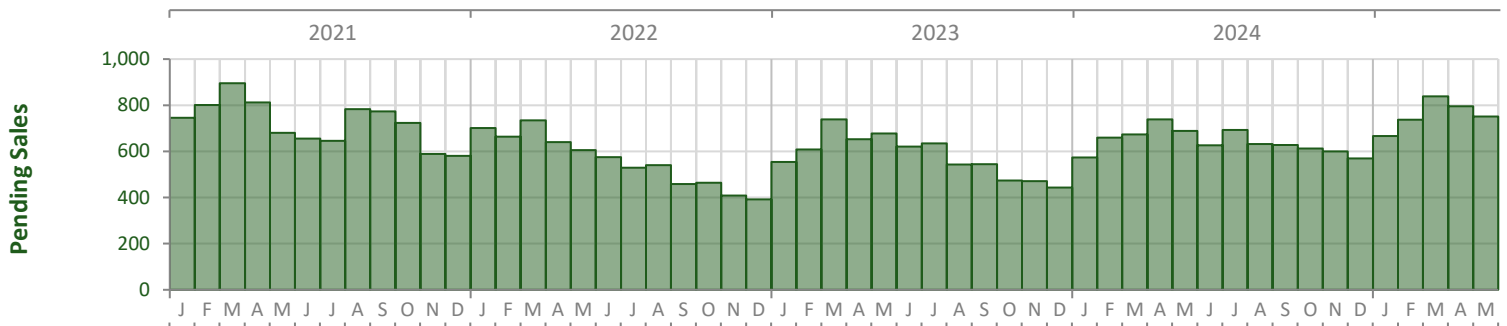


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	3,789	13.6%
<b>May 2025</b>	<b>751</b>	<b>9.0%</b>
April 2025	795	7.6%
March 2025	839	24.5%
February 2025	737	11.7%
January 2025	667	16.4%
December 2024	569	28.4%
November 2024	600	27.4%
October 2024	613	29.3%
September 2024	628	15.4%
August 2024	632	16.4%
July 2024	693	9.3%
June 2024	627	1.0%
May 2024	689	1.8%

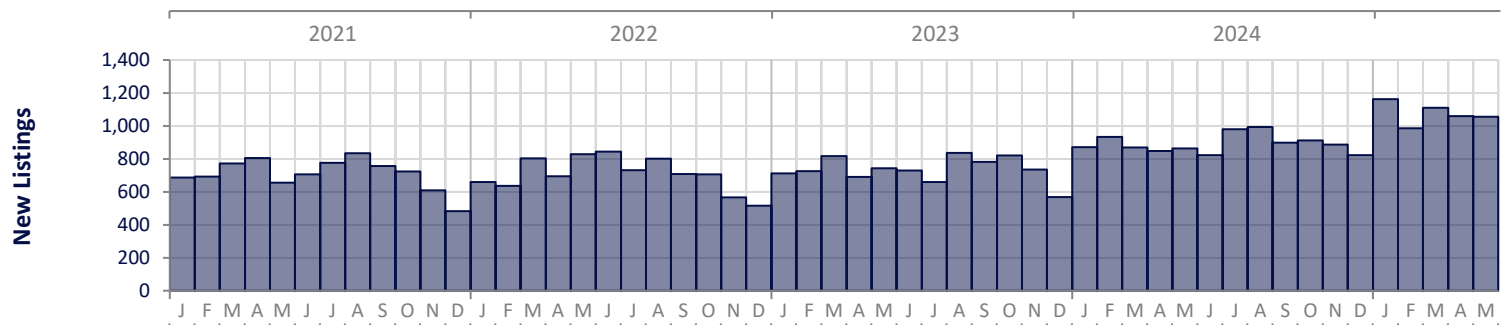


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	5,372	22.5%
<b>May 2025</b>	<b>1,056</b>	<b>22.2%</b>
April 2025	1,059	24.9%
March 2025	1,110	27.6%
February 2025	985	5.6%
January 2025	1,162	33.4%
December 2024	822	44.5%
November 2024	887	20.5%
October 2024	911	11.0%
September 2024	898	15.0%
August 2024	994	18.9%
July 2024	980	48.5%
June 2024	822	12.6%
May 2024	864	16.3%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

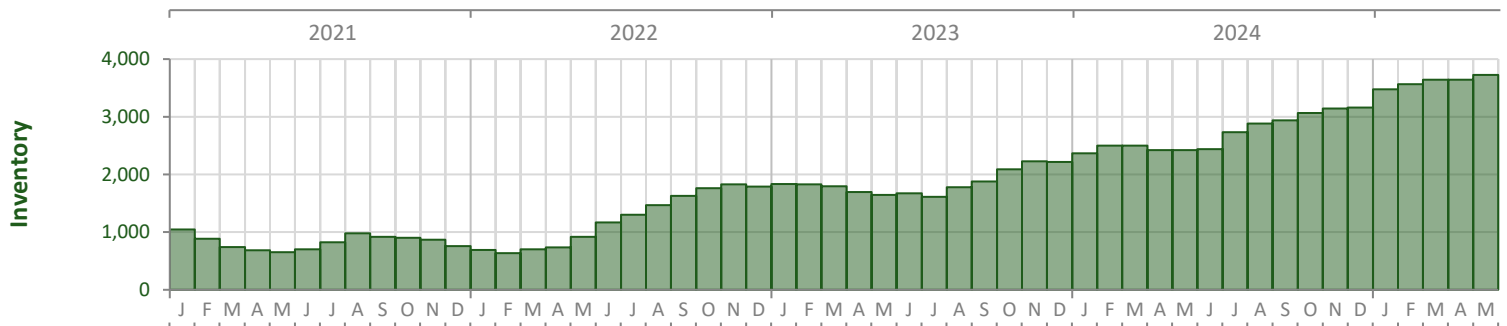


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,611	47.9%
<b>May 2025</b>	<b>3,727</b>	<b>53.9%</b>
April 2025	3,644	50.3%
March 2025	3,640	45.6%
February 2025	3,565	42.8%
January 2025	3,477	47.0%
December 2024	3,162	42.7%
November 2024	3,142	40.9%
October 2024	3,066	46.6%
September 2024	2,940	56.3%
August 2024	2,880	62.0%
July 2024	2,733	69.8%
June 2024	2,437	45.6%
May 2024	2,422	47.3%

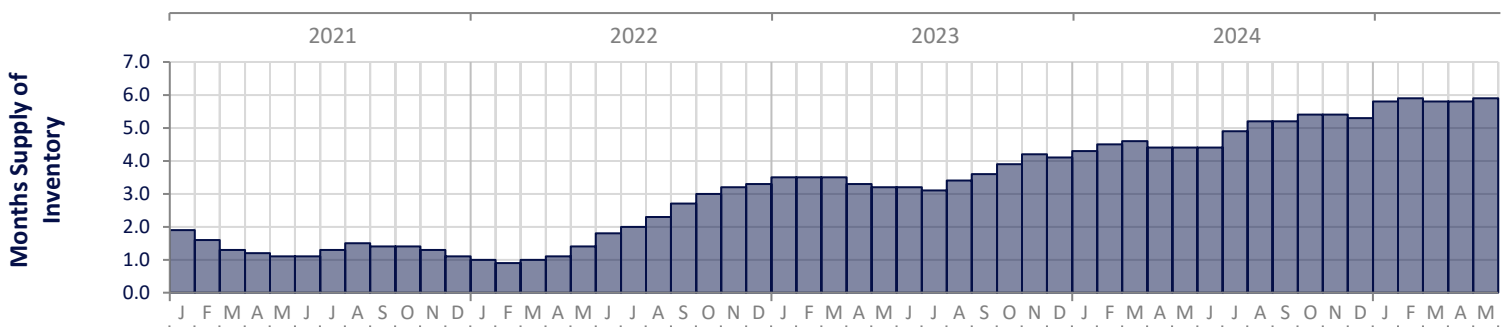


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.8	31.8%
<b>May 2025</b>	<b>5.9</b>	<b>34.1%</b>
April 2025	5.8	31.8%
March 2025	5.8	26.1%
February 2025	5.9	31.1%
January 2025	5.8	34.9%
December 2024	5.3	29.3%
November 2024	5.4	28.6%
October 2024	5.4	38.5%
September 2024	5.2	44.4%
August 2024	5.2	52.9%
July 2024	4.9	58.1%
June 2024	4.4	37.5%
May 2024	4.4	37.5%



# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

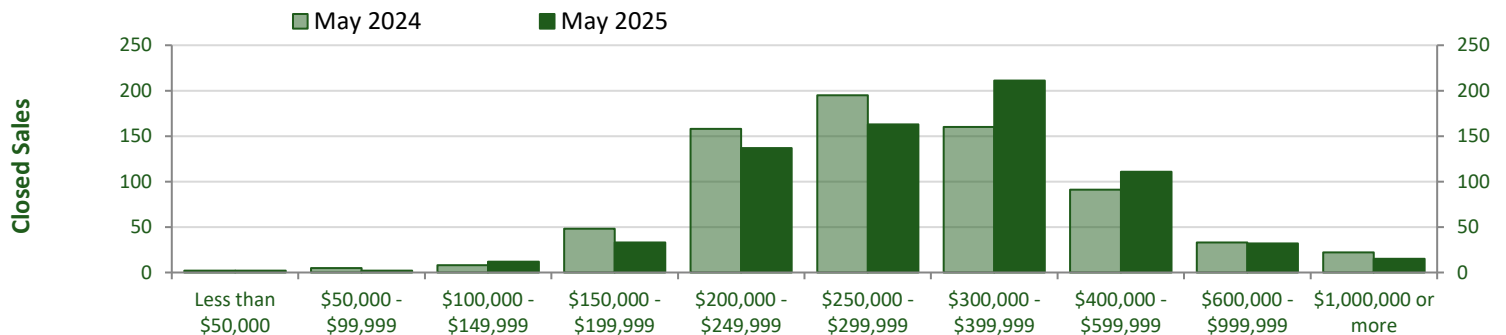


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	2	-60.0%
\$100,000 - \$149,999	12	50.0%
\$150,000 - \$199,999	33	-31.3%
\$200,000 - \$249,999	137	-13.3%
\$250,000 - \$299,999	163	-16.4%
\$300,000 - \$399,999	211	31.9%
\$400,000 - \$599,999	111	22.0%
\$600,000 - \$999,999	32	-3.0%
\$1,000,000 or more	15	-31.8%

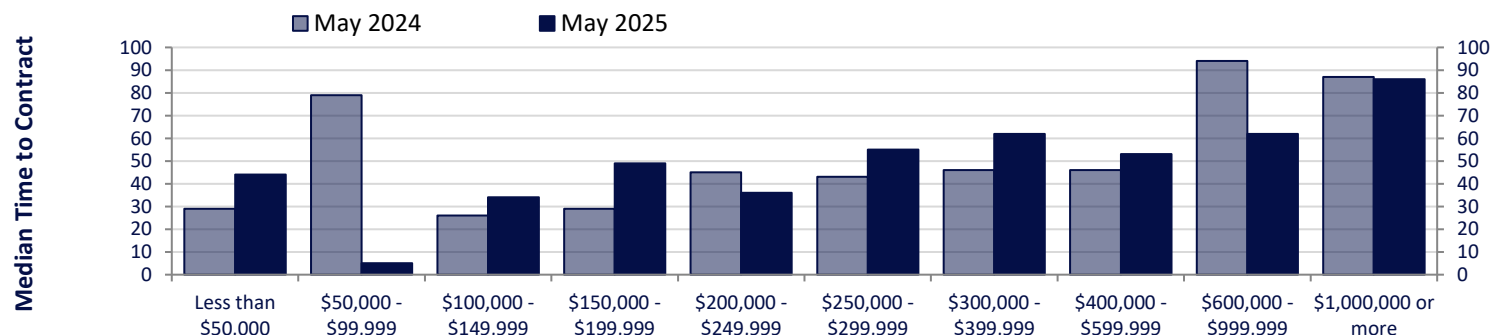


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	44 Days	51.7%
\$50,000 - \$99,999	5 Days	-93.7%
\$100,000 - \$149,999	34 Days	30.8%
\$150,000 - \$199,999	49 Days	69.0%
\$200,000 - \$249,999	36 Days	-20.0%
\$250,000 - \$299,999	55 Days	27.9%
\$300,000 - \$399,999	62 Days	34.8%
\$400,000 - \$599,999	53 Days	15.2%
\$600,000 - \$999,999	62 Days	-34.0%
\$1,000,000 or more	86 Days	-1.1%





# Monthly Market Detail - May 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

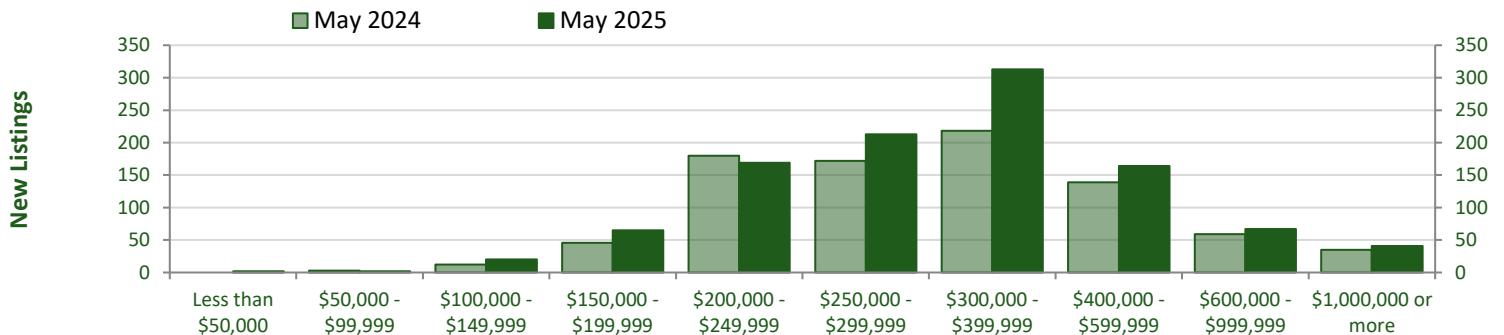


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	20	66.7%
\$150,000 - \$199,999	65	41.3%
\$200,000 - \$249,999	169	-6.1%
\$250,000 - \$299,999	213	23.8%
\$300,000 - \$399,999	313	43.6%
\$400,000 - \$599,999	164	18.0%
\$600,000 - \$999,999	67	13.6%
\$1,000,000 or more	41	17.1%

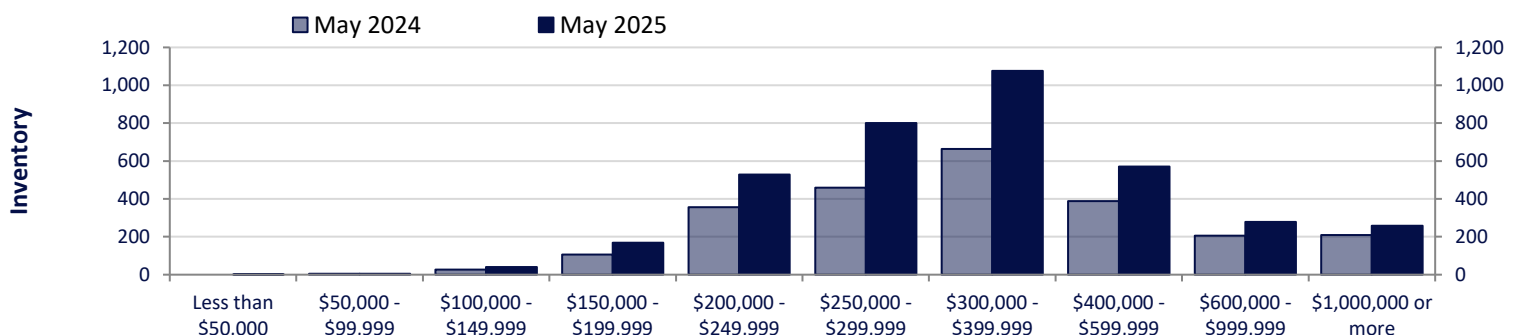


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	40	48.1%
\$150,000 - \$199,999	168	57.0%
\$200,000 - \$249,999	528	48.3%
\$250,000 - \$299,999	801	74.1%
\$300,000 - \$399,999	1,076	62.3%
\$400,000 - \$599,999	571	46.8%
\$600,000 - \$999,999	278	35.0%
\$1,000,000 or more	259	23.3%

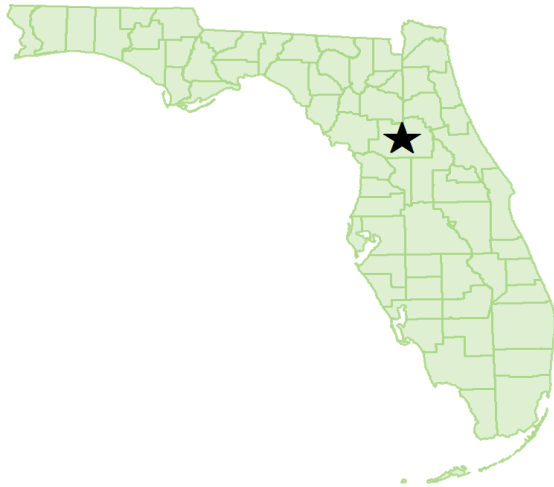


# Monthly Distressed Market - May 2025

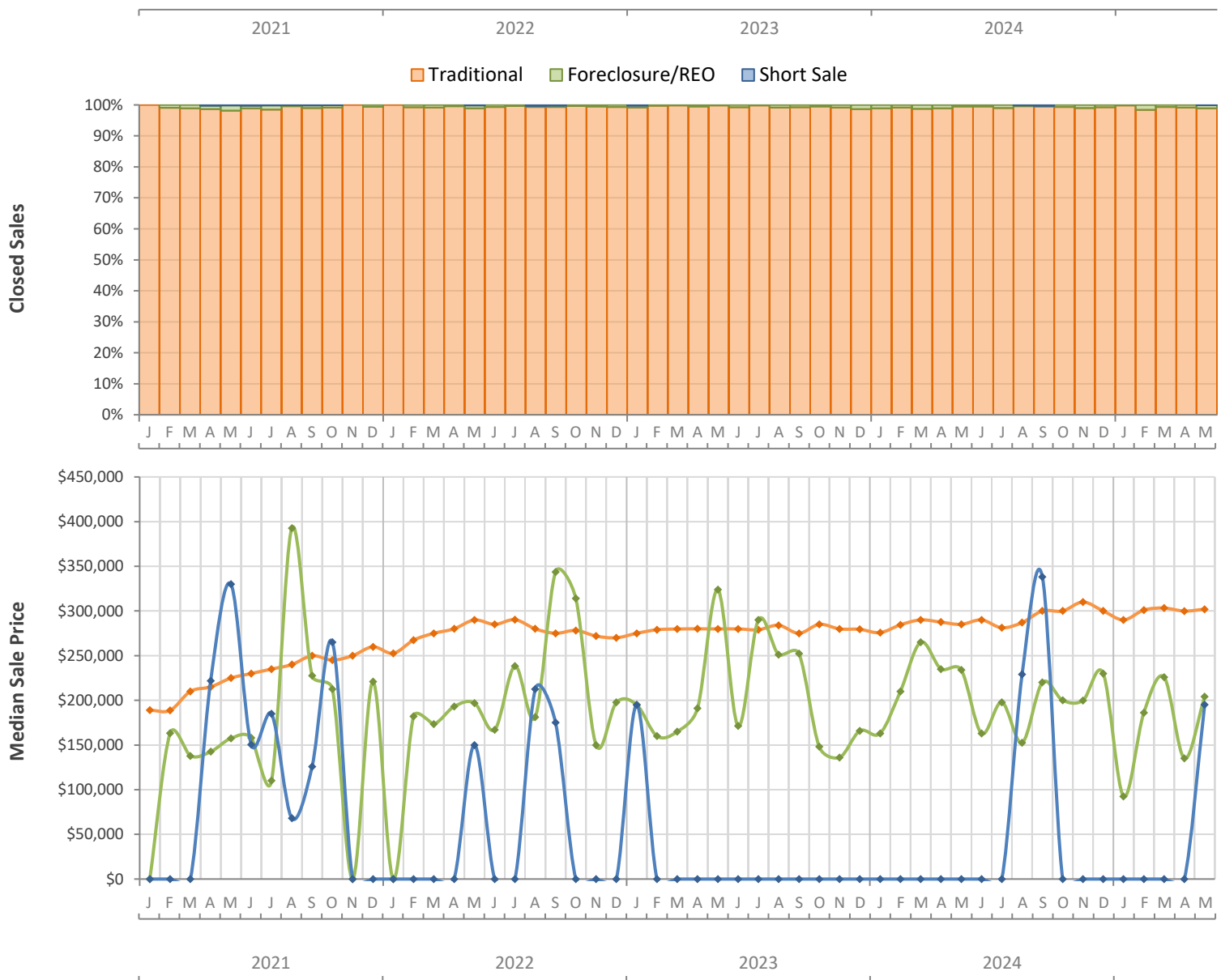
## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	710	718	-1.1%
	Median Sale Price	\$301,995	\$285,000	6.0%
Foreclosure/REO	Closed Sales	7	4	75.0%
	Median Sale Price	\$204,000	\$234,000	-12.8%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$195,000	(No Sales)	N/A

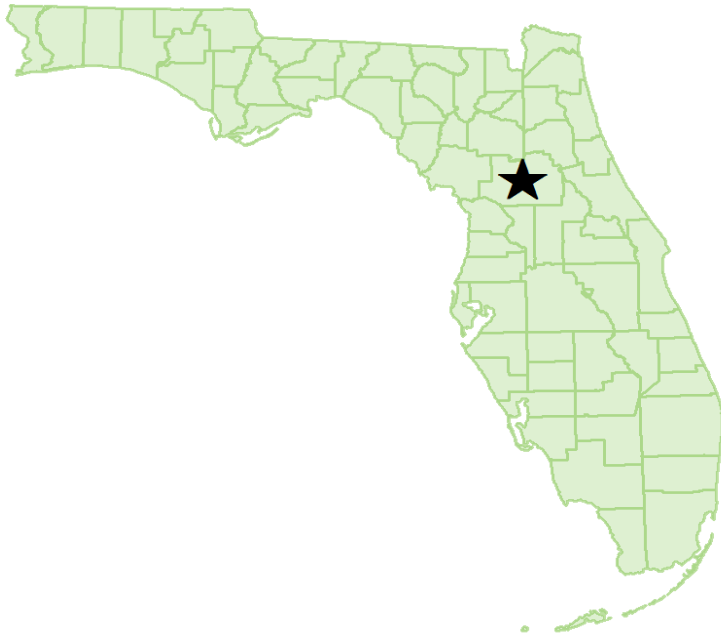


# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



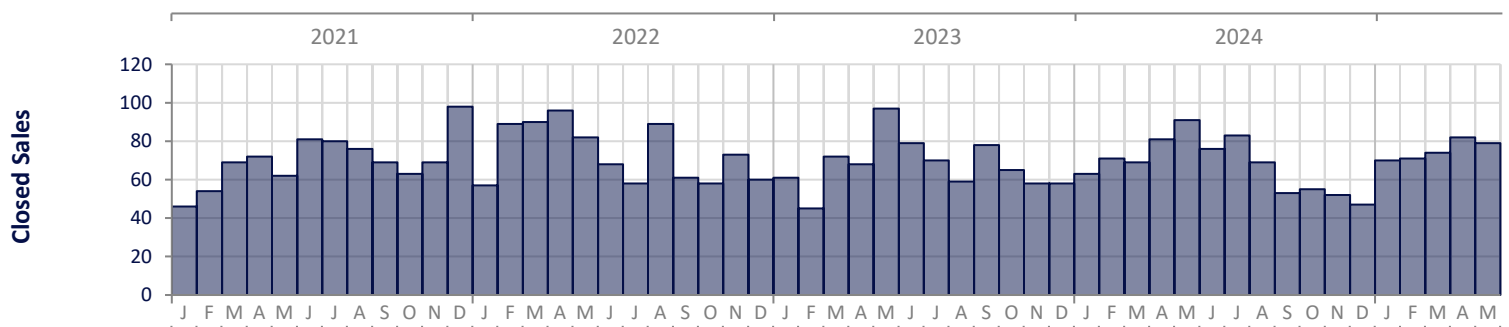
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	79	91	-13.2%
Paid in Cash	40	54	-25.9%
Median Sale Price	\$154,900	\$168,000	-7.8%
Average Sale Price	\$182,743	\$163,418	11.8%
Dollar Volume	\$14.4 Million	\$14.9 Million	-2.9%
Median Percent of Original List Price Received	93.6%	94.8%	-1.3%
Median Time to Contract	43 Days	25 Days	72.0%
Median Time to Sale	82 Days	68 Days	20.6%
New Pending Sales	96	92	4.3%
New Listings	133	99	34.3%
Pending Inventory	118	109	8.3%
Inventory (Active Listings)	386	259	49.0%
Months Supply of Inventory	5.7	3.7	54.1%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	376	0.3%
<b>May 2025</b>	<b>79</b>	<b>-13.2%</b>
April 2025	82	1.2%
March 2025	74	7.2%
February 2025	71	0.0%
January 2025	70	11.1%
December 2024	47	-19.0%
November 2024	52	-10.3%
October 2024	55	-15.4%
September 2024	53	-32.1%
August 2024	69	16.9%
July 2024	83	18.6%
June 2024	76	-3.8%
May 2024	91	-6.2%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Monday, June 22, 2025. Next data release is Wednesday, July 23, 2025.

# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

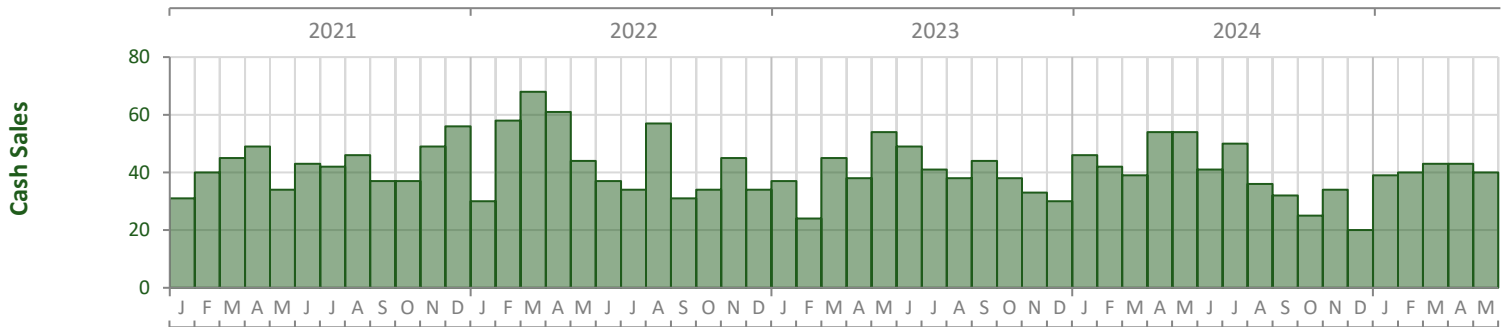


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	205	-12.8%
<b>May 2025</b>	<b>40</b>	<b>-25.9%</b>
April 2025	43	-20.4%
March 2025	43	10.3%
February 2025	40	-4.8%
January 2025	39	-15.2%
December 2024	20	-33.3%
November 2024	34	3.0%
October 2024	25	-34.2%
September 2024	32	-27.3%
August 2024	36	-5.3%
July 2024	50	22.0%
June 2024	41	-16.3%
May 2024	54	0.0%

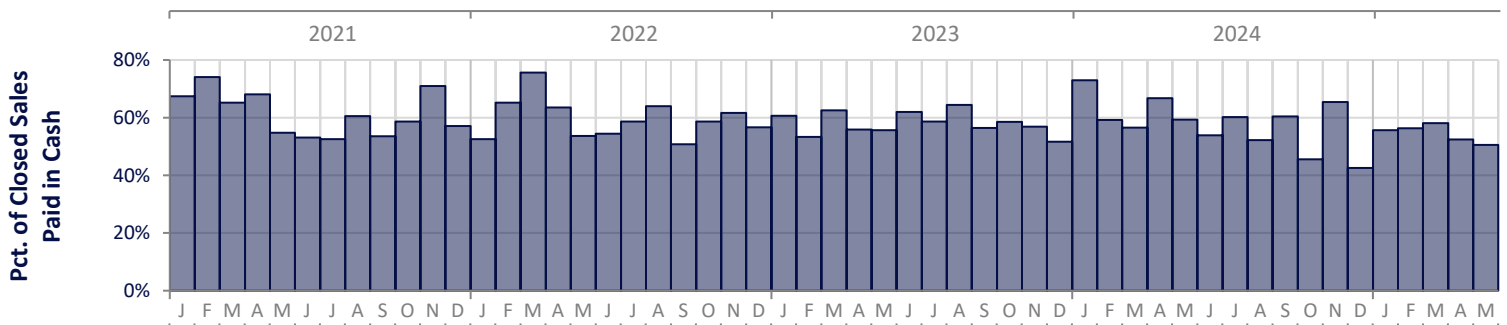


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	54.5%	-13.1%
<b>May 2025</b>	<b>50.6%</b>	<b>-14.7%</b>
April 2025	52.4%	-21.4%
March 2025	58.1%	2.8%
February 2025	56.3%	-4.9%
January 2025	55.7%	-23.7%
December 2024	42.6%	-17.6%
November 2024	65.4%	14.9%
October 2024	45.5%	-22.2%
September 2024	60.4%	7.1%
August 2024	52.2%	-18.9%
July 2024	60.2%	2.7%
June 2024	53.9%	-13.1%
May 2024	59.3%	6.5%



# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

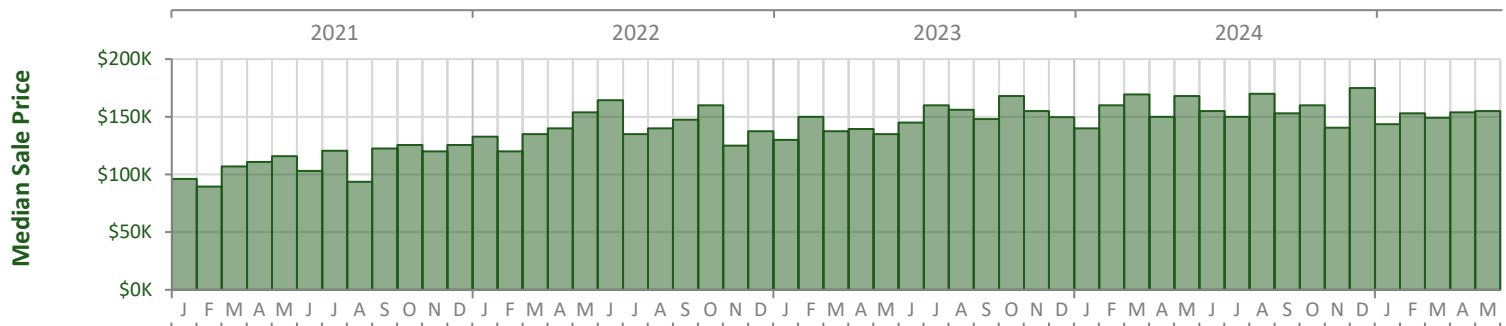


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$150,000	-2.0%
<b>May 2025</b>	<b>\$154,900</b>	<b>-7.8%</b>
April 2025	\$153,750	2.6%
March 2025	\$149,250	-11.8%
February 2025	\$153,000	-4.4%
January 2025	\$143,450	2.5%
December 2024	\$175,000	17.0%
November 2024	\$140,500	-9.4%
October 2024	\$160,000	-4.8%
September 2024	\$153,000	3.4%
August 2024	\$170,000	9.0%
July 2024	\$150,000	-6.3%
June 2024	\$154,950	6.9%
May 2024	\$168,000	24.4%

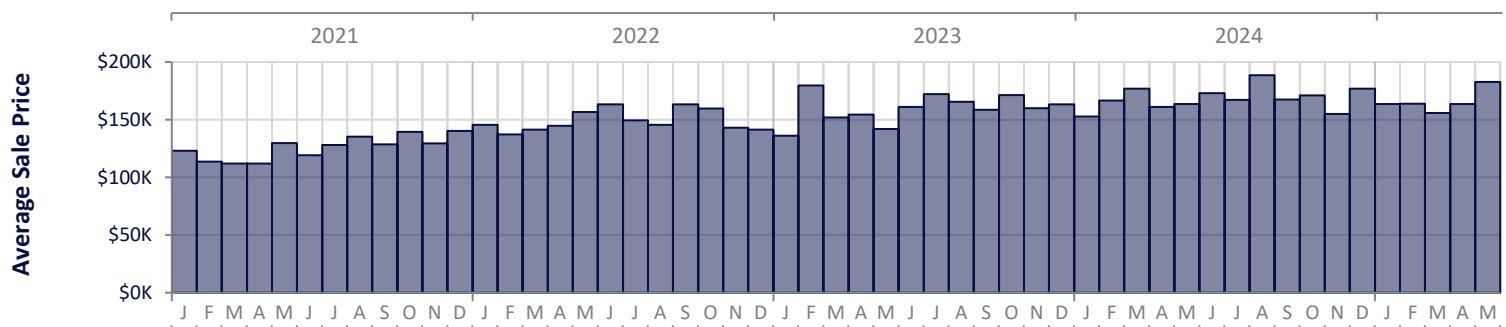


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$166,069	1.2%
<b>May 2025</b>	<b>\$182,743</b>	<b>11.8%</b>
April 2025	\$163,560	1.6%
March 2025	\$155,823	-11.9%
February 2025	\$163,686	-1.8%
January 2025	\$163,439	7.1%
December 2024	\$176,850	8.3%
November 2024	\$154,885	-3.2%
October 2024	\$171,124	-0.1%
September 2024	\$167,362	5.5%
August 2024	\$188,386	13.8%
July 2024	\$167,165	-3.0%
June 2024	\$173,002	7.5%
May 2024	\$163,418	15.2%





# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

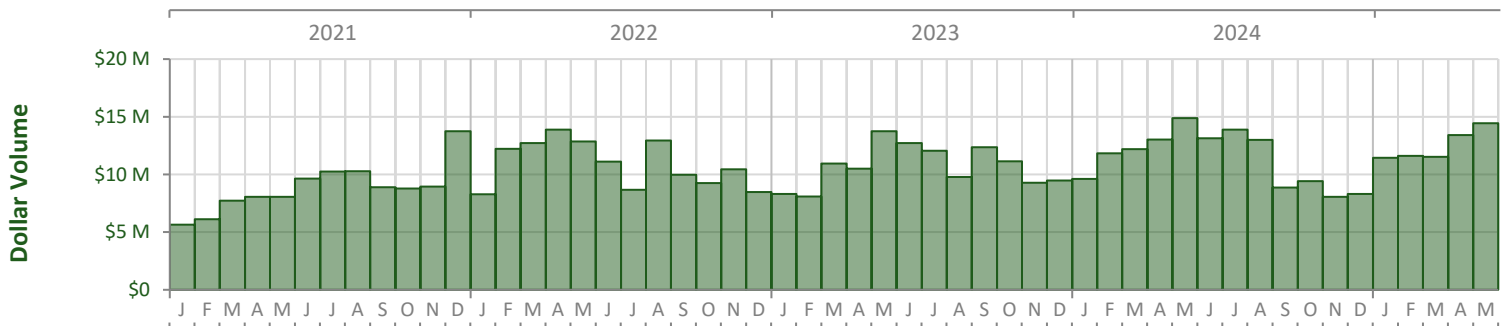


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$62.4 Million	1.4%
<b>May 2025</b>	<b>\$14.4 Million</b>	<b>-2.9%</b>
April 2025	\$13.4 Million	2.9%
March 2025	\$11.5 Million	-5.5%
February 2025	\$11.6 Million	-1.8%
January 2025	\$11.4 Million	19.0%
December 2024	\$8.3 Million	-12.3%
November 2024	\$8.1 Million	-13.2%
October 2024	\$9.4 Million	-15.5%
September 2024	\$8.9 Million	-28.3%
August 2024	\$13.0 Million	33.0%
July 2024	\$13.9 Million	15.0%
June 2024	\$13.1 Million	3.4%
May 2024	\$14.9 Million	8.1%

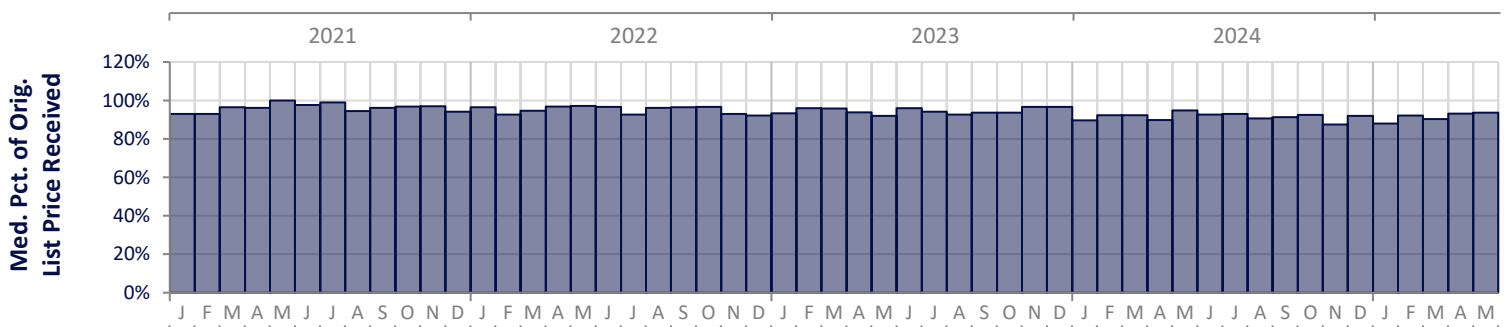


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	92.2%	0.1%
<b>May 2025</b>	<b>93.6%</b>	<b>-1.3%</b>
April 2025	93.1%	3.7%
March 2025	90.3%	-2.2%
February 2025	92.2%	-0.1%
January 2025	87.9%	-2.0%
December 2024	92.0%	-4.9%
November 2024	87.4%	-9.5%
October 2024	92.5%	-1.3%
September 2024	91.3%	-2.6%
August 2024	90.7%	-2.1%
July 2024	93.0%	-1.3%
June 2024	92.6%	-3.4%
May 2024	94.8%	3.0%



# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

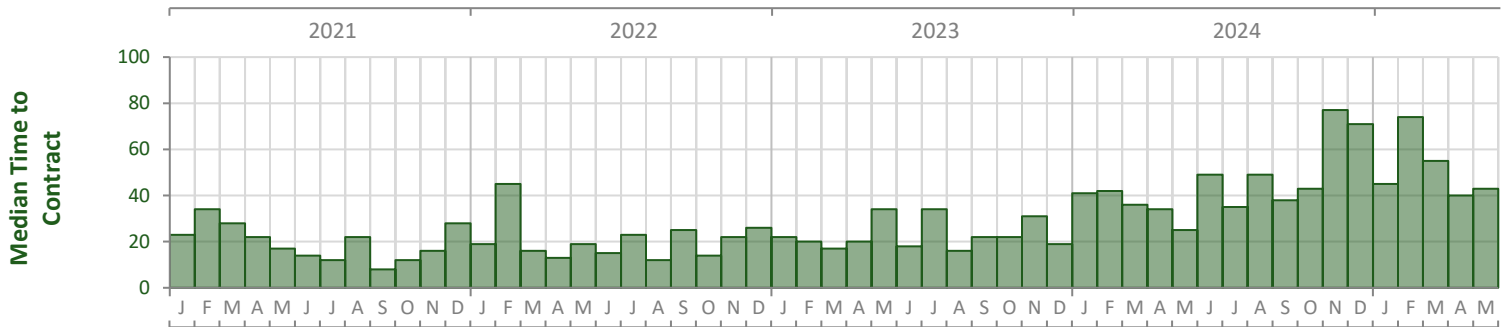


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	47 Days	27.0%
<b>May 2025</b>	<b>43 Days</b>	<b>72.0%</b>
April 2025	40 Days	17.6%
March 2025	55 Days	52.8%
February 2025	74 Days	76.2%
January 2025	45 Days	9.8%
December 2024	71 Days	273.7%
November 2024	77 Days	148.4%
October 2024	43 Days	95.5%
September 2024	38 Days	72.7%
August 2024	49 Days	206.3%
July 2024	35 Days	2.9%
June 2024	49 Days	172.2%
May 2024	25 Days	-26.5%

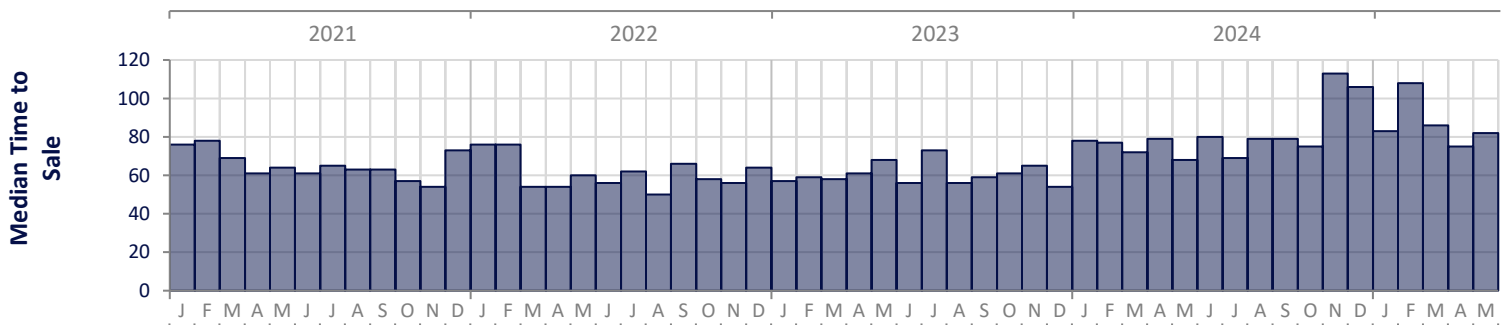


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	86 Days	11.7%
<b>May 2025</b>	<b>82 Days</b>	<b>20.6%</b>
April 2025	75 Days	-5.1%
March 2025	86 Days	19.4%
February 2025	108 Days	40.3%
January 2025	83 Days	6.4%
December 2024	106 Days	96.3%
November 2024	113 Days	73.8%
October 2024	75 Days	23.0%
September 2024	79 Days	33.9%
August 2024	79 Days	41.1%
July 2024	69 Days	-5.5%
June 2024	80 Days	42.9%
May 2024	68 Days	0.0%



# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

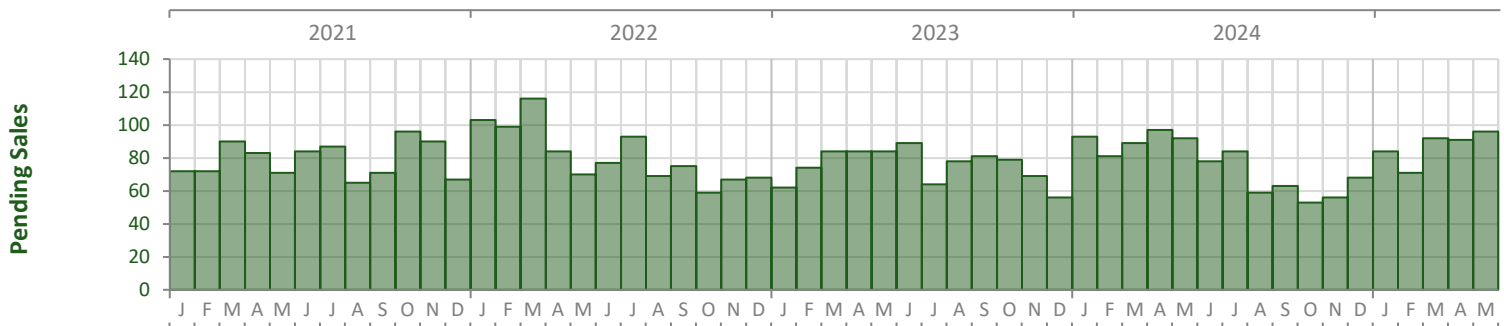


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	434	-4.0%
<b>May 2025</b>	<b>96</b>	<b>4.3%</b>
April 2025	91	-6.2%
March 2025	92	3.4%
February 2025	71	-12.3%
January 2025	84	-9.7%
December 2024	68	21.4%
November 2024	56	-18.8%
October 2024	53	-32.9%
September 2024	63	-22.2%
August 2024	59	-24.4%
July 2024	84	31.3%
June 2024	78	-12.4%
May 2024	92	9.5%

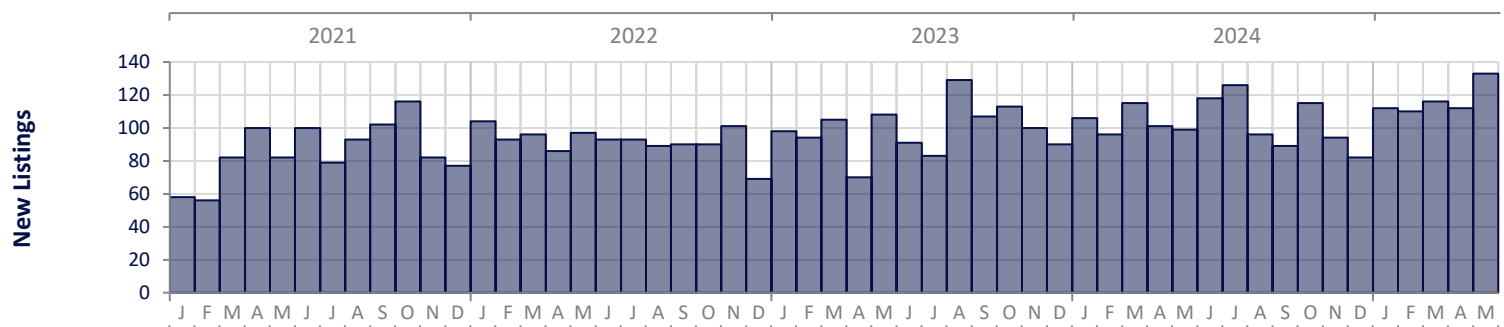


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	583	12.8%
<b>May 2025</b>	<b>133</b>	<b>34.3%</b>
April 2025	112	10.9%
March 2025	116	0.9%
February 2025	110	14.6%
January 2025	112	5.7%
December 2024	82	-8.9%
November 2024	94	-6.0%
October 2024	115	1.8%
September 2024	89	-16.8%
August 2024	96	-25.6%
July 2024	126	51.8%
June 2024	118	29.7%
May 2024	99	-8.3%



# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

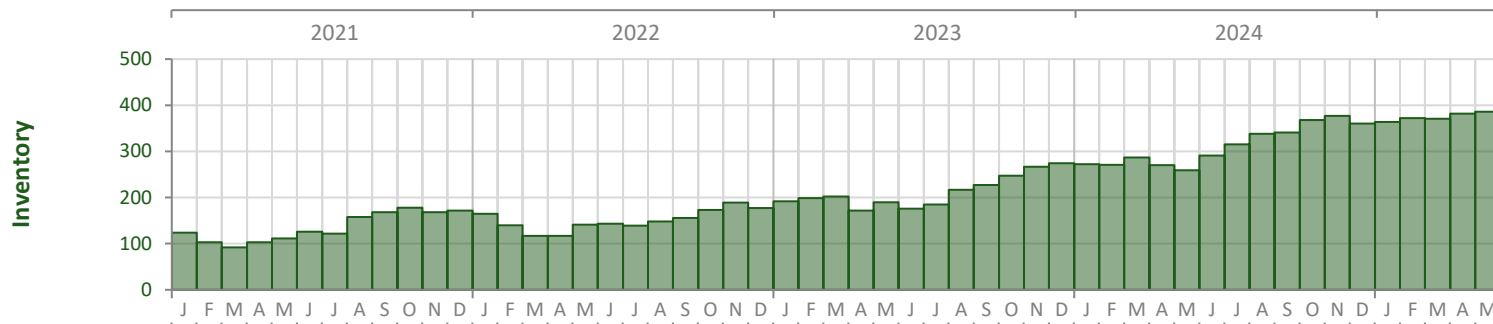


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	375	38.0%
<b>May 2025</b>	<b>386</b>	<b>49.0%</b>
April 2025	382	41.5%
March 2025	371	29.3%
February 2025	372	37.3%
January 2025	364	33.8%
December 2024	360	31.4%
November 2024	377	41.2%
October 2024	368	49.0%
September 2024	341	50.2%
August 2024	338	55.8%
July 2024	315	70.3%
June 2024	291	65.3%
May 2024	259	36.3%

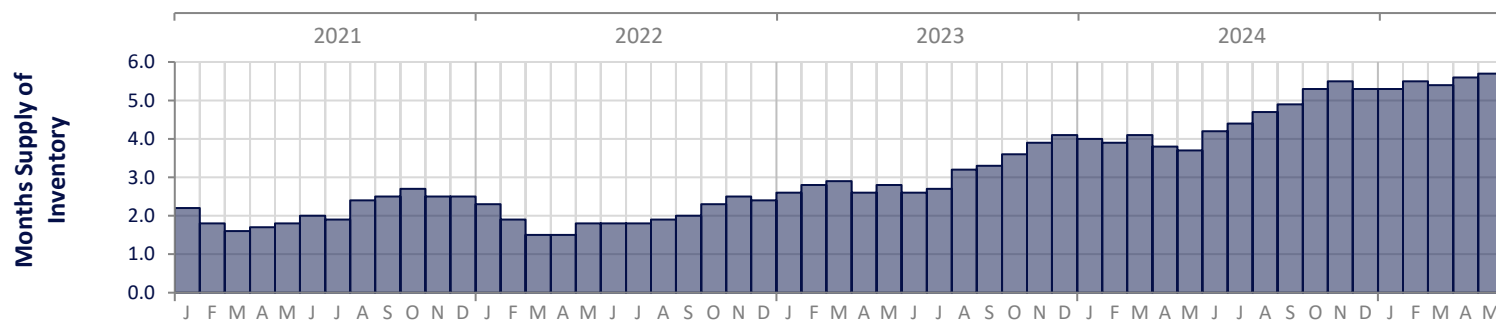


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.5	41.0%
<b>May 2025</b>	<b>5.7</b>	<b>54.1%</b>
April 2025	5.6	47.4%
March 2025	5.4	31.7%
February 2025	5.5	41.0%
January 2025	5.3	32.5%
December 2024	5.3	29.3%
November 2024	5.5	41.0%
October 2024	5.3	47.2%
September 2024	4.9	48.5%
August 2024	4.7	46.9%
July 2024	4.4	63.0%
June 2024	4.2	61.5%
May 2024	3.7	32.1%



# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

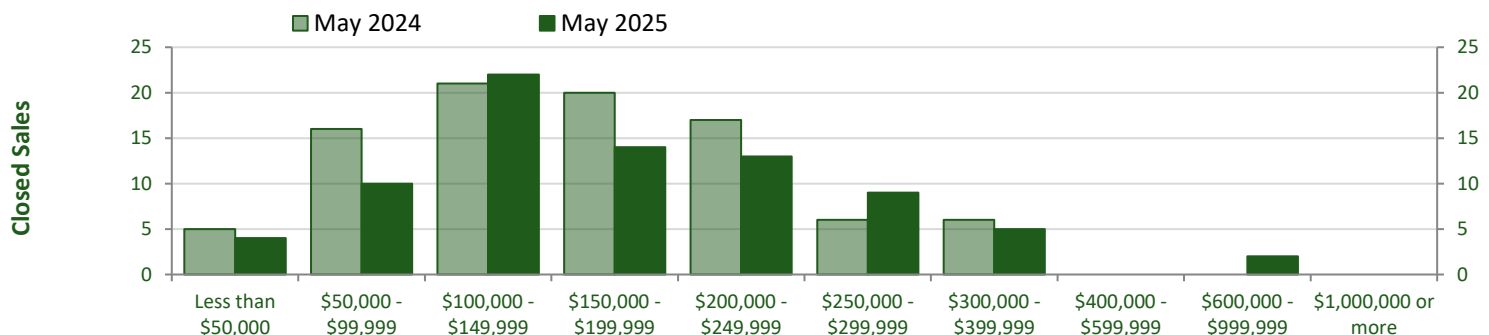


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	4	-20.0%
\$50,000 - \$99,999	10	-37.5%
\$100,000 - \$149,999	22	4.8%
\$150,000 - \$199,999	14	-30.0%
\$200,000 - \$249,999	13	-23.5%
\$250,000 - \$299,999	9	50.0%
\$300,000 - \$399,999	5	-16.7%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A

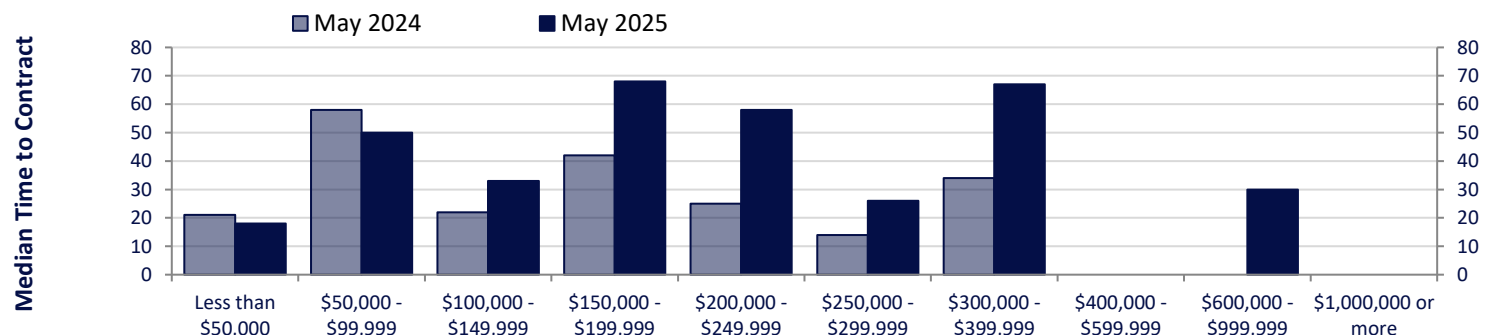


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	18 Days	-14.3%
\$50,000 - \$99,999	50 Days	-13.8%
\$100,000 - \$149,999	33 Days	50.0%
\$150,000 - \$199,999	68 Days	61.9%
\$200,000 - \$249,999	58 Days	132.0%
\$250,000 - \$299,999	26 Days	85.7%
\$300,000 - \$399,999	67 Days	97.1%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	30 Days	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - May 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

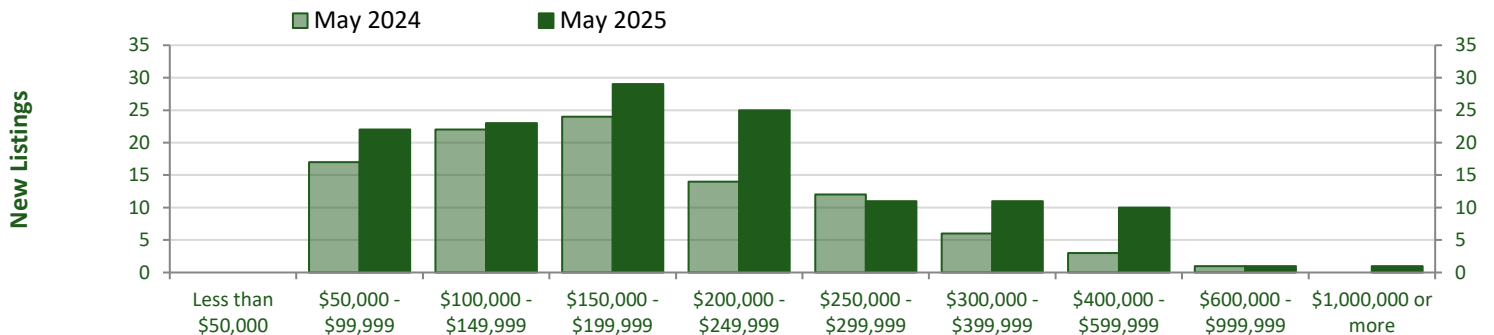


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	22	29.4%
\$100,000 - \$149,999	23	4.5%
\$150,000 - \$199,999	29	20.8%
\$200,000 - \$249,999	25	78.6%
\$250,000 - \$299,999	11	-8.3%
\$300,000 - \$399,999	11	83.3%
\$400,000 - \$599,999	10	233.3%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	1	N/A

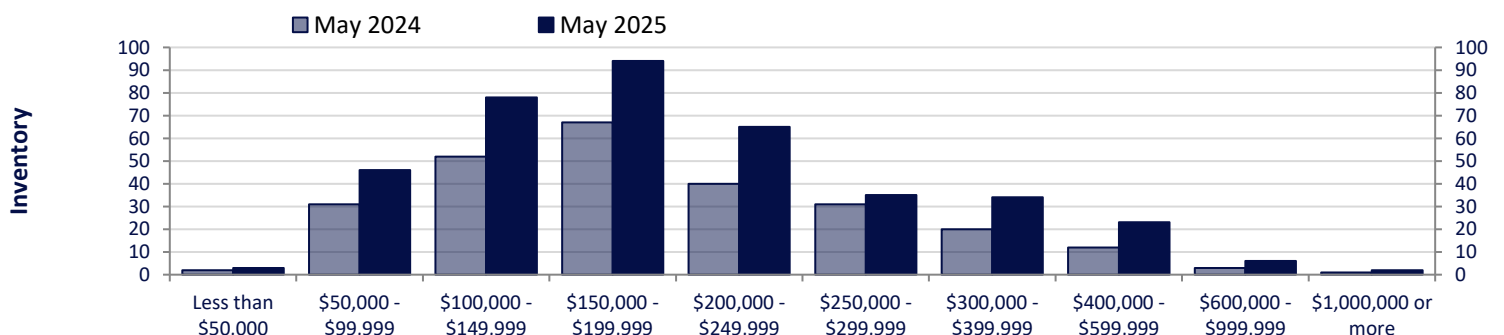


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	50.0%
\$50,000 - \$99,999	46	48.4%
\$100,000 - \$149,999	78	50.0%
\$150,000 - \$199,999	94	40.3%
\$200,000 - \$249,999	65	62.5%
\$250,000 - \$299,999	35	12.9%
\$300,000 - \$399,999	34	70.0%
\$400,000 - \$599,999	23	91.7%
\$600,000 - \$999,999	6	100.0%
\$1,000,000 or more	2	100.0%

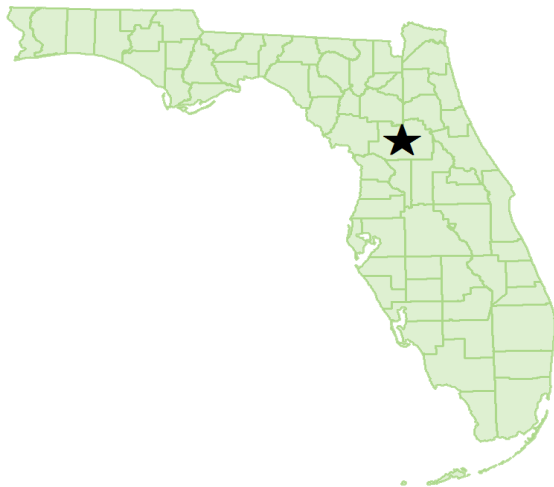


# Monthly Distressed Market - May 2025

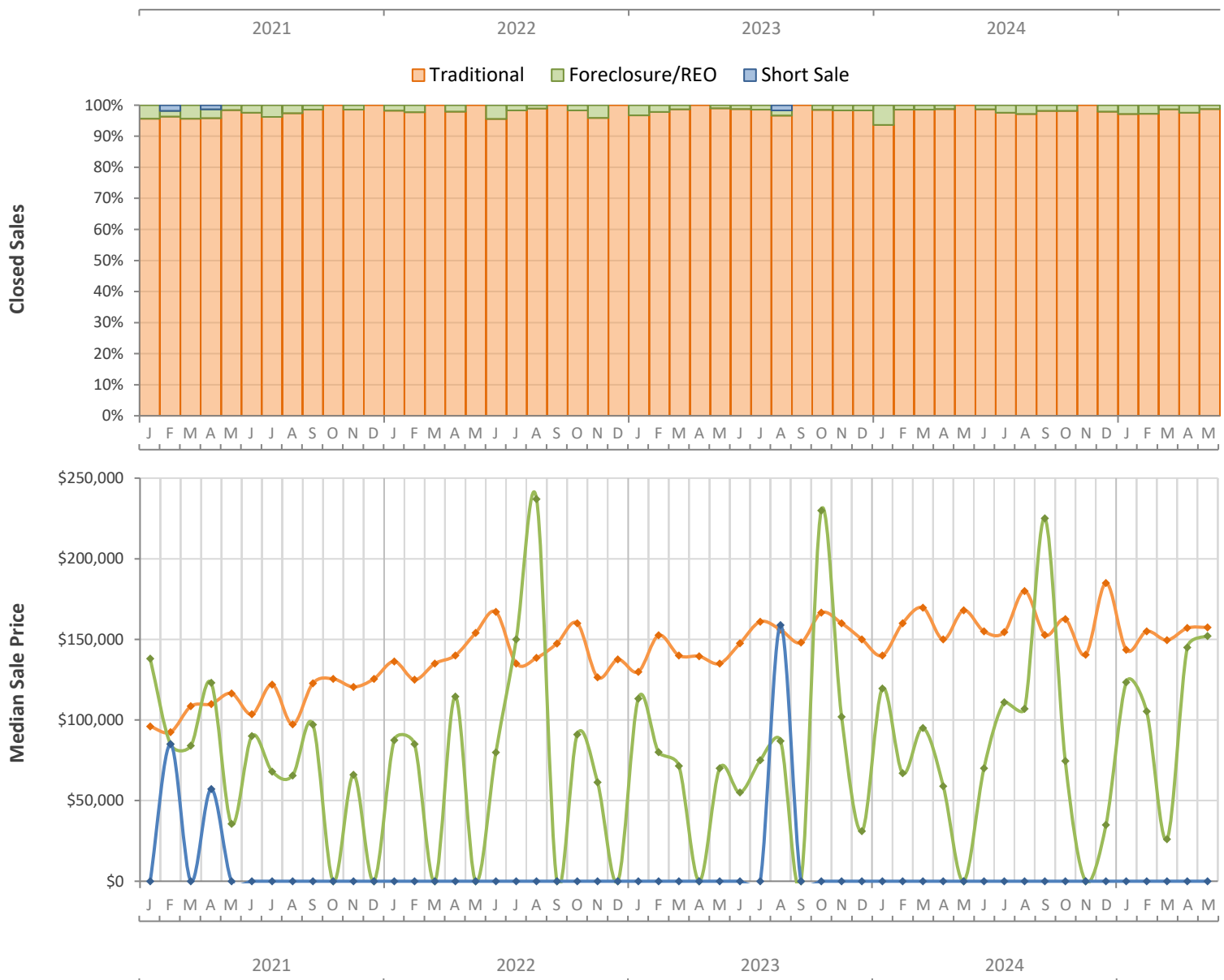
## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	78	91	-14.3%
	Median Sale Price	\$157,450	\$168,000	-6.3%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$152,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

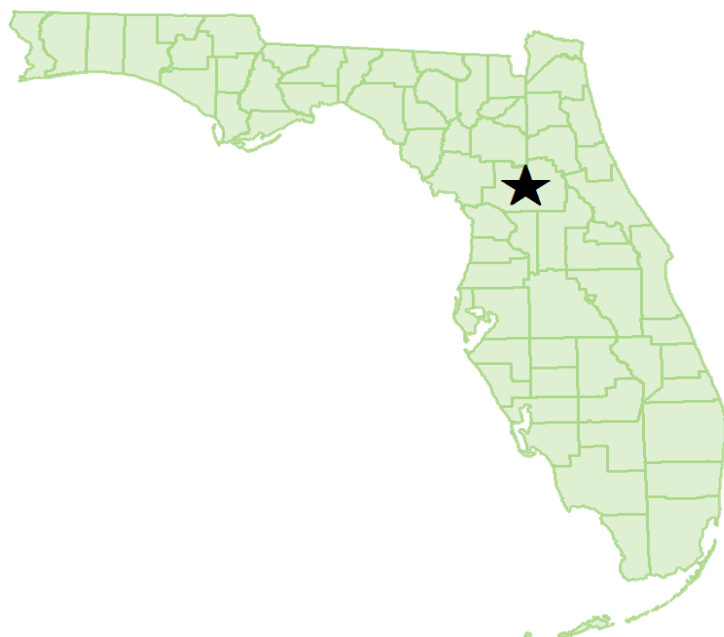


# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



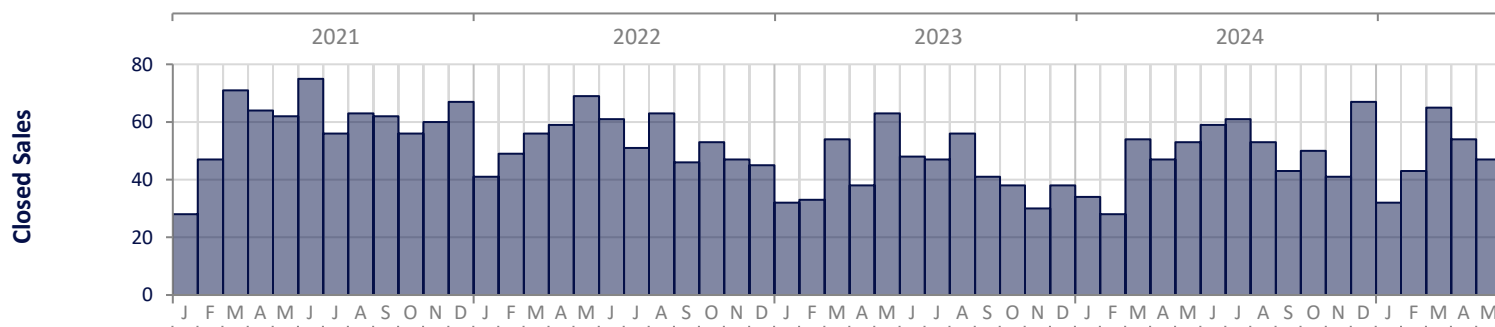
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	47	53	-11.3%
Paid in Cash	25	32	-21.9%
Median Sale Price	\$200,000	\$199,900	0.1%
Average Sale Price	\$206,324	\$214,294	-3.7%
Dollar Volume	\$9.7 Million	\$11.4 Million	-14.6%
Median Percent of Original List Price Received	91.6%	92.4%	-0.9%
Median Time to Contract	69 Days	48 Days	43.8%
Median Time to Sale	111 Days	86 Days	29.1%
New Pending Sales	53	61	-13.1%
New Listings	87	81	7.4%
Pending Inventory	78	90	-13.3%
Inventory (Active Listings)	350	255	37.3%
Months Supply of Inventory	6.8	6.0	13.3%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	241	11.6%
<b>May 2025</b>	<b>47</b>	<b>-11.3%</b>
April 2025	54	14.9%
March 2025	65	20.4%
February 2025	43	53.6%
January 2025	32	-5.9%
December 2024	67	76.3%
November 2024	41	36.7%
October 2024	50	31.6%
September 2024	43	4.9%
August 2024	53	-5.4%
July 2024	61	29.8%
June 2024	59	22.9%
May 2024	53	-15.9%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

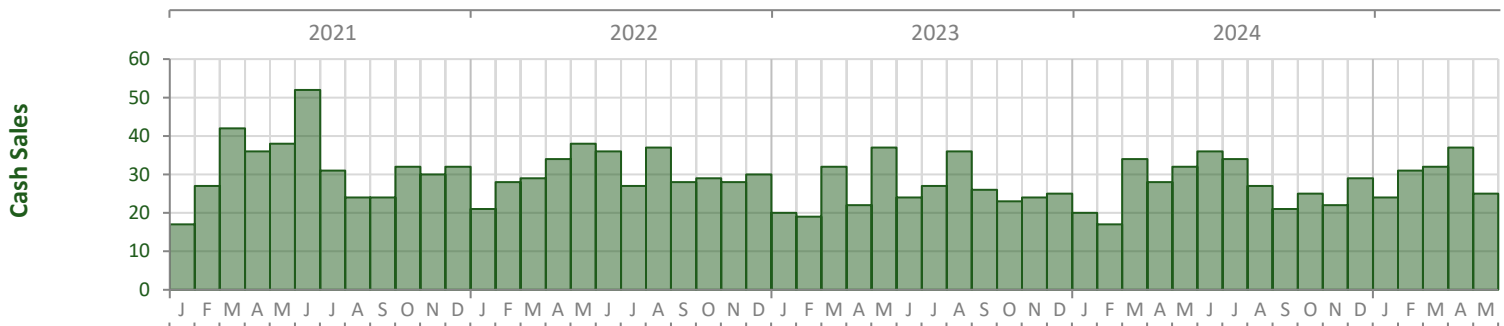


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	149	13.7%
<b>May 2025</b>	<b>25</b>	<b>-21.9%</b>
April 2025	37	32.1%
March 2025	32	-5.9%
February 2025	31	82.4%
January 2025	24	20.0%
December 2024	29	16.0%
November 2024	22	-8.3%
October 2024	25	8.7%
September 2024	21	-19.2%
August 2024	27	-25.0%
July 2024	34	25.9%
June 2024	36	50.0%
May 2024	32	-13.5%

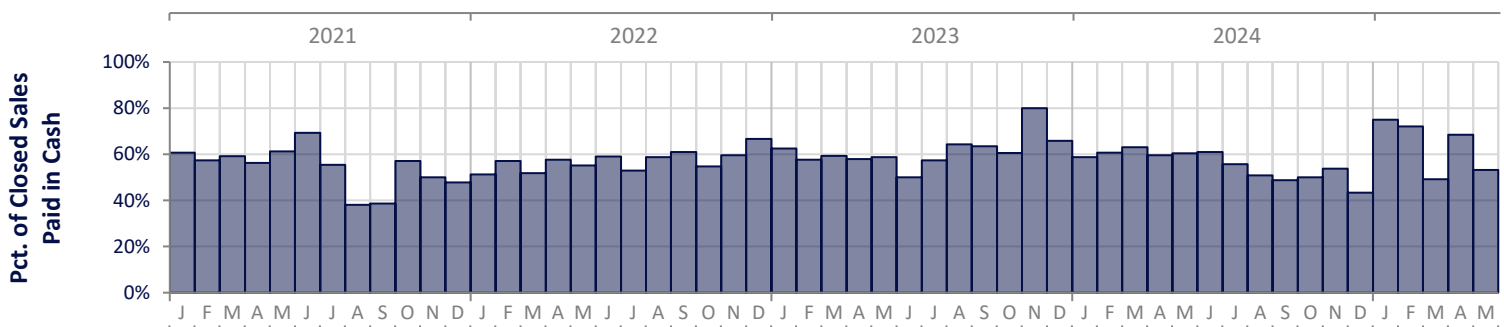


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	61.8%	2.0%
<b>May 2025</b>	<b>53.2%</b>	<b>-11.9%</b>
April 2025	68.5%	14.9%
March 2025	49.2%	-21.9%
February 2025	72.1%	18.8%
January 2025	75.0%	27.6%
December 2024	43.3%	-34.2%
November 2024	53.7%	-32.9%
October 2024	50.0%	-17.4%
September 2024	48.8%	-23.0%
August 2024	50.9%	-20.8%
July 2024	55.7%	-3.0%
June 2024	61.0%	22.0%
May 2024	60.4%	2.9%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

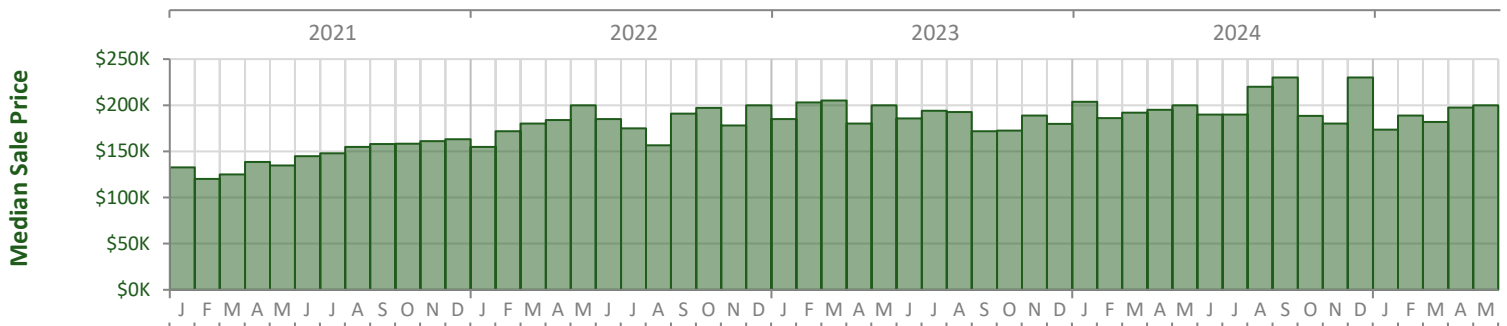


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$189,000	-4.9%
<b>May 2025</b>	<b>\$200,000</b>	<b>0.1%</b>
April 2025	\$197,500	1.3%
March 2025	\$182,000	-5.2%
February 2025	\$189,000	1.6%
January 2025	\$173,450	-14.9%
December 2024	\$229,990	28.0%
November 2024	\$180,000	-4.8%
October 2024	\$188,500	9.3%
September 2024	\$230,000	33.8%
August 2024	\$220,000	14.3%
July 2024	\$190,000	-2.1%
June 2024	\$190,000	2.2%
May 2024	\$199,900	-0.1%

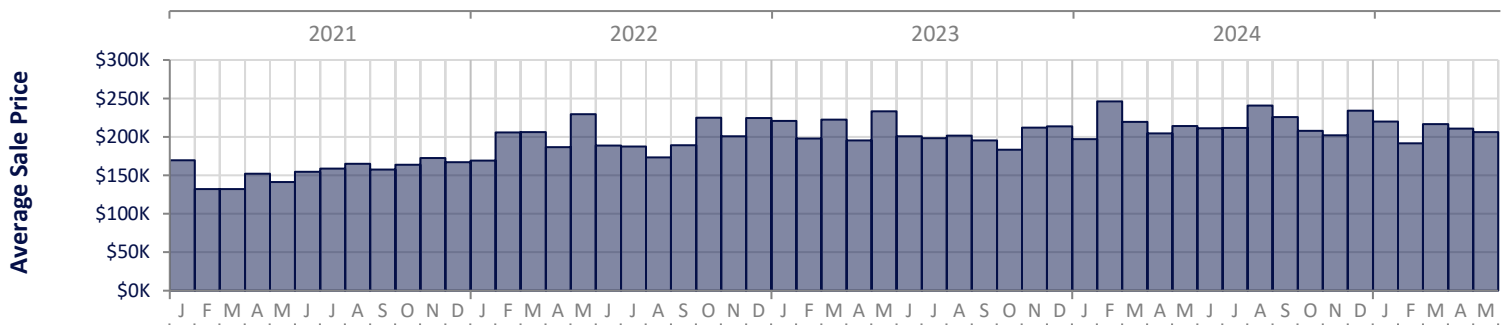


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$209,262	-2.6%
<b>May 2025</b>	<b>\$206,324</b>	<b>-3.7%</b>
April 2025	\$210,682	3.1%
March 2025	\$216,776	-1.2%
February 2025	\$191,530	-22.1%
January 2025	\$219,743	11.6%
December 2024	\$234,044	9.6%
November 2024	\$202,176	-4.6%
October 2024	\$207,686	13.3%
September 2024	\$225,919	15.6%
August 2024	\$240,569	19.3%
July 2024	\$211,768	6.8%
June 2024	\$211,256	5.2%
May 2024	\$214,294	-8.1%





# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

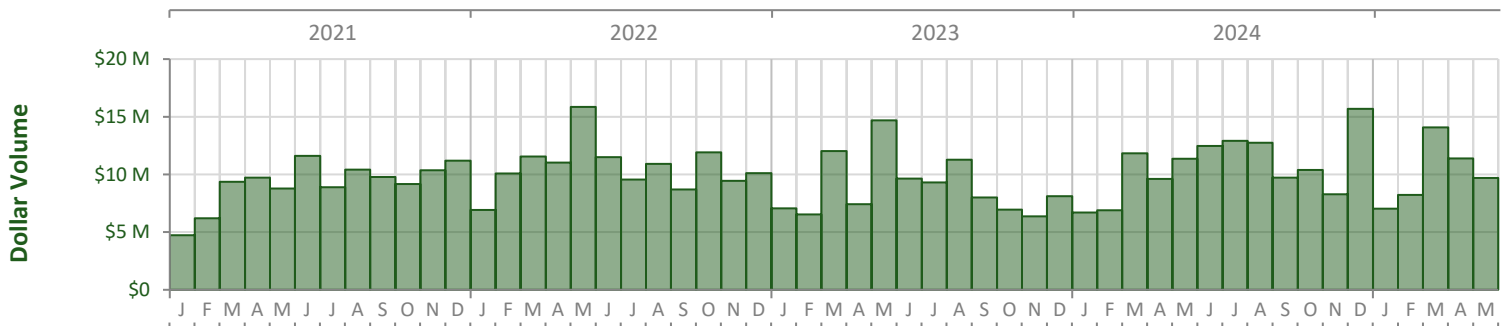


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note :** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$50.4 Million	8.7%
<b>May 2025</b>	<b>\$9.7 Million</b>	<b>-14.6%</b>
April 2025	\$11.4 Million	18.5%
March 2025	\$14.1 Million	19.0%
February 2025	\$8.2 Million	19.6%
January 2025	\$7.0 Million	5.0%
December 2024	\$15.7 Million	93.2%
November 2024	\$8.3 Million	30.4%
October 2024	\$10.4 Million	49.1%
September 2024	\$9.7 Million	21.3%
August 2024	\$12.8 Million	12.9%
July 2024	\$12.9 Million	38.6%
June 2024	\$12.5 Million	29.3%
May 2024	\$11.4 Million	-22.7%

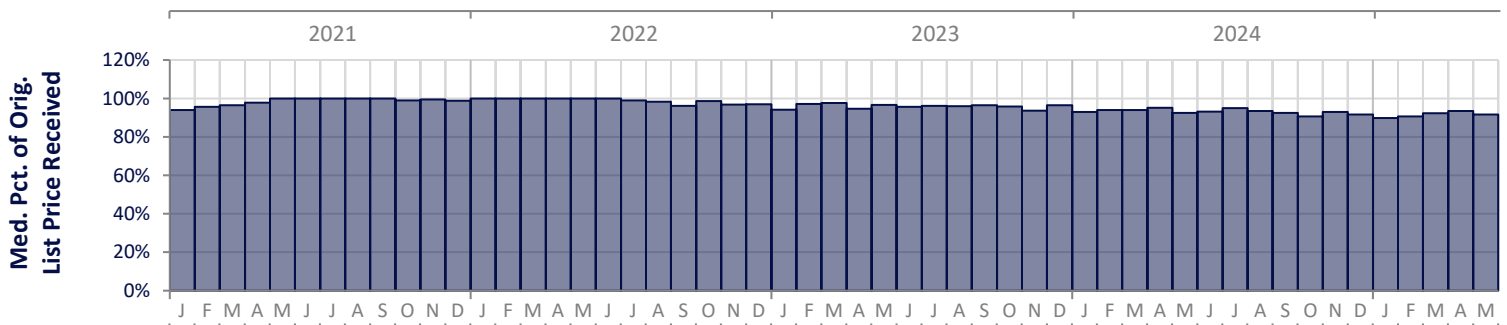


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note :** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	91.6%	-1.9%
<b>May 2025</b>	<b>91.6%</b>	<b>-0.9%</b>
April 2025	93.4%	-1.9%
March 2025	92.3%	-1.8%
February 2025	90.7%	-3.5%
January 2025	89.8%	-3.3%
December 2024	91.6%	-5.0%
November 2024	93.0%	-0.6%
October 2024	90.7%	-5.3%
September 2024	92.5%	-4.0%
August 2024	93.4%	-2.7%
July 2024	94.9%	-1.2%
June 2024	93.1%	-2.6%
May 2024	92.4%	-4.4%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

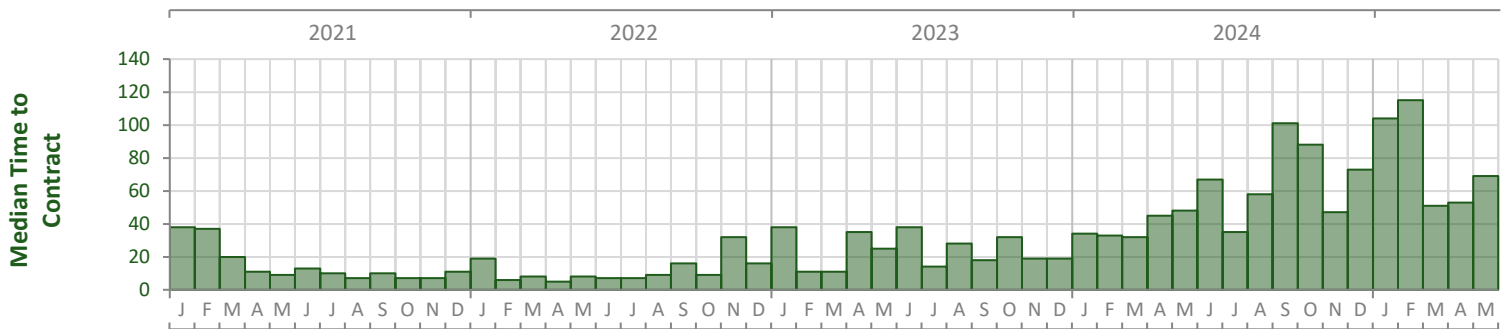


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	79 Days	83.7%
<b>May 2025</b>	<b>69 Days</b>	<b>43.8%</b>
April 2025	53 Days	17.8%
March 2025	51 Days	59.4%
February 2025	115 Days	248.5%
January 2025	104 Days	205.9%
December 2024	73 Days	284.2%
November 2024	47 Days	147.4%
October 2024	88 Days	175.0%
September 2024	101 Days	461.1%
August 2024	58 Days	107.1%
July 2024	35 Days	150.0%
June 2024	67 Days	76.3%
May 2024	48 Days	92.0%

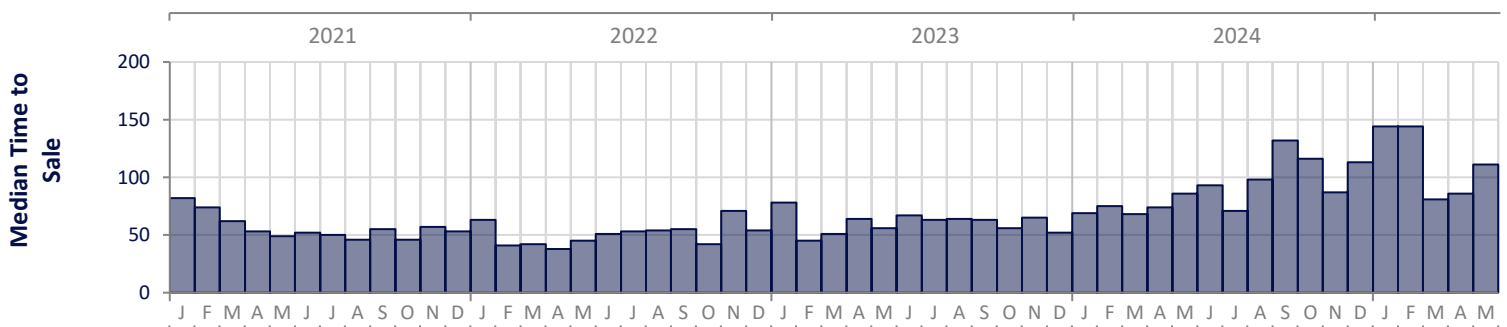


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	114 Days	44.3%
<b>May 2025</b>	<b>111 Days</b>	<b>29.1%</b>
April 2025	86 Days	16.2%
March 2025	81 Days	19.1%
February 2025	144 Days	92.0%
January 2025	144 Days	108.7%
December 2024	113 Days	117.3%
November 2024	87 Days	33.8%
October 2024	116 Days	107.1%
September 2024	132 Days	109.5%
August 2024	98 Days	53.1%
July 2024	71 Days	12.7%
June 2024	93 Days	38.8%
May 2024	86 Days	53.6%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

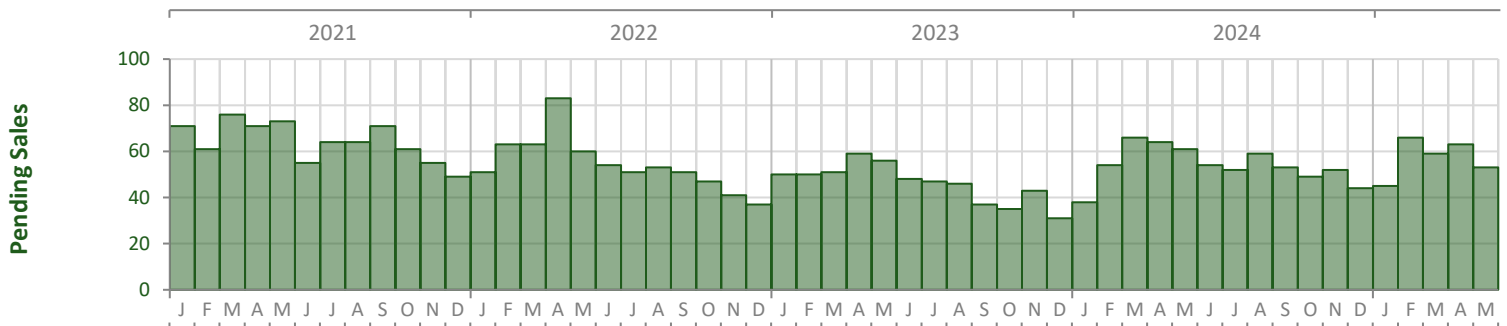


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	286	1.1%
<b>May 2025</b>	<b>53</b>	<b>-13.1%</b>
April 2025	63	-1.6%
March 2025	59	-10.6%
February 2025	66	22.2%
January 2025	45	18.4%
December 2024	44	41.9%
November 2024	52	20.9%
October 2024	49	40.0%
September 2024	53	43.2%
August 2024	59	28.3%
July 2024	52	10.6%
June 2024	54	12.5%
May 2024	61	8.9%

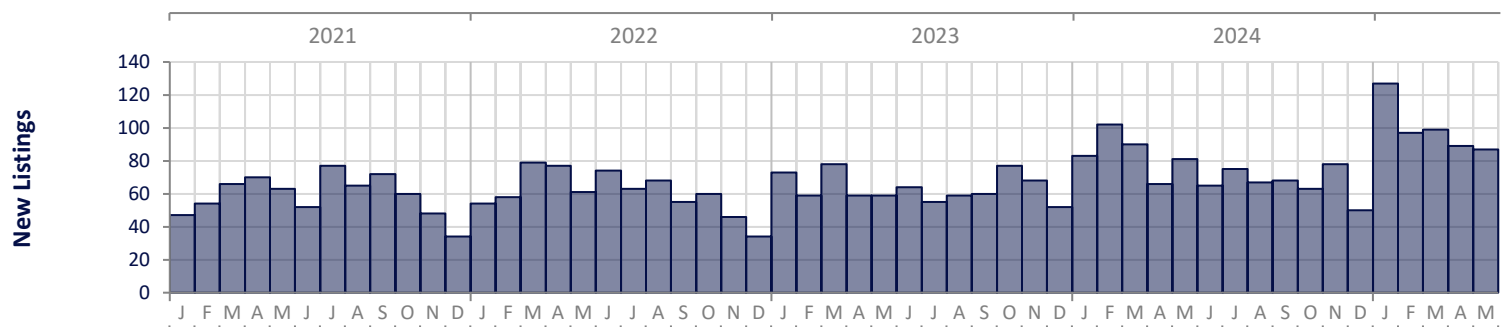


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	499	18.2%
<b>May 2025</b>	<b>87</b>	<b>7.4%</b>
April 2025	89	34.8%
March 2025	99	10.0%
February 2025	97	-4.9%
January 2025	127	53.0%
December 2024	50	-3.8%
November 2024	78	14.7%
October 2024	63	-18.2%
September 2024	68	13.3%
August 2024	67	13.6%
July 2024	75	36.4%
June 2024	65	1.6%
May 2024	81	37.3%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

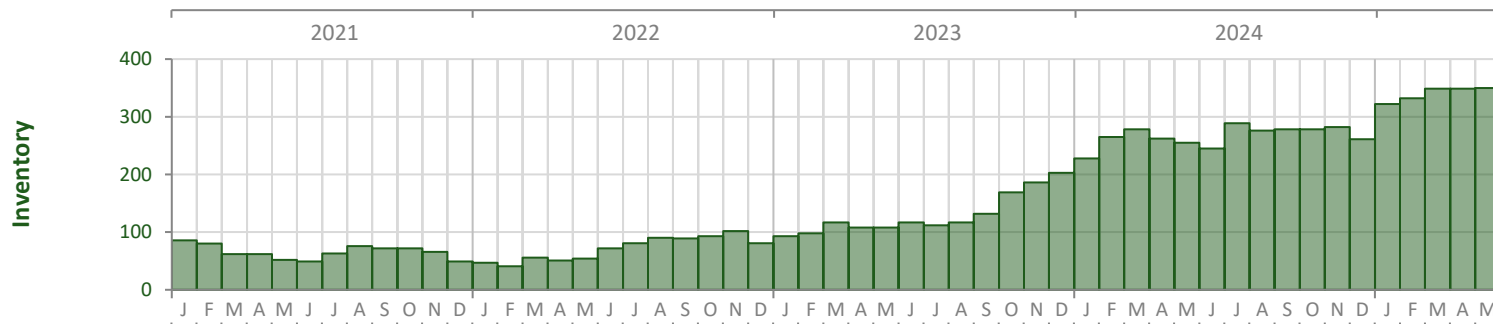


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	340	32.1%
<b>May 2025</b>	<b>350</b>	<b>37.3%</b>
April 2025	349	33.2%
March 2025	349	25.5%
February 2025	332	25.3%
January 2025	322	41.2%
December 2024	261	28.6%
November 2024	282	51.6%
October 2024	278	64.5%
September 2024	278	110.6%
August 2024	276	135.9%
July 2024	289	158.0%
June 2024	245	109.4%
May 2024	255	136.1%

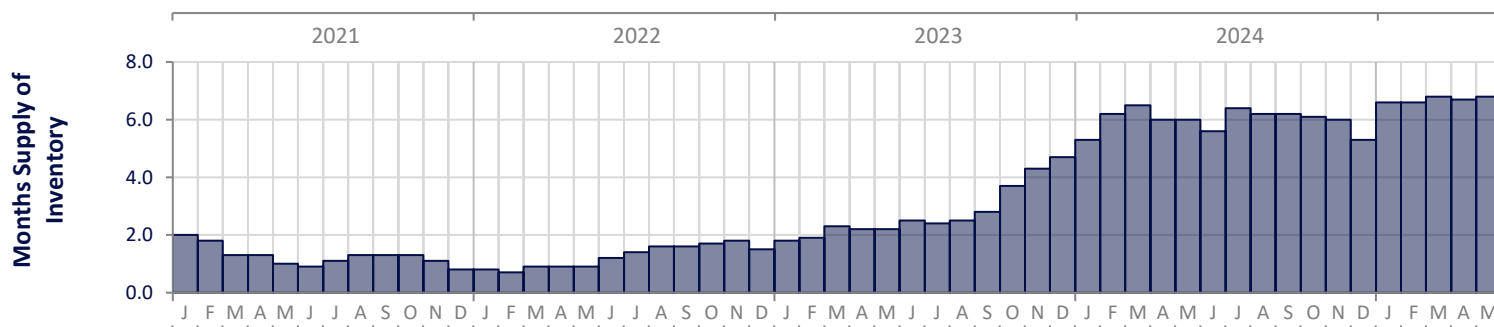


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.7	11.7%
<b>May 2025</b>	<b>6.8</b>	<b>13.3%</b>
April 2025	6.7	11.7%
March 2025	6.8	4.6%
February 2025	6.6	6.5%
January 2025	6.6	24.5%
December 2024	5.3	12.8%
November 2024	6.0	39.5%
October 2024	6.1	64.9%
September 2024	6.2	121.4%
August 2024	6.2	148.0%
July 2024	6.4	166.7%
June 2024	5.6	124.0%
May 2024	6.0	172.7%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

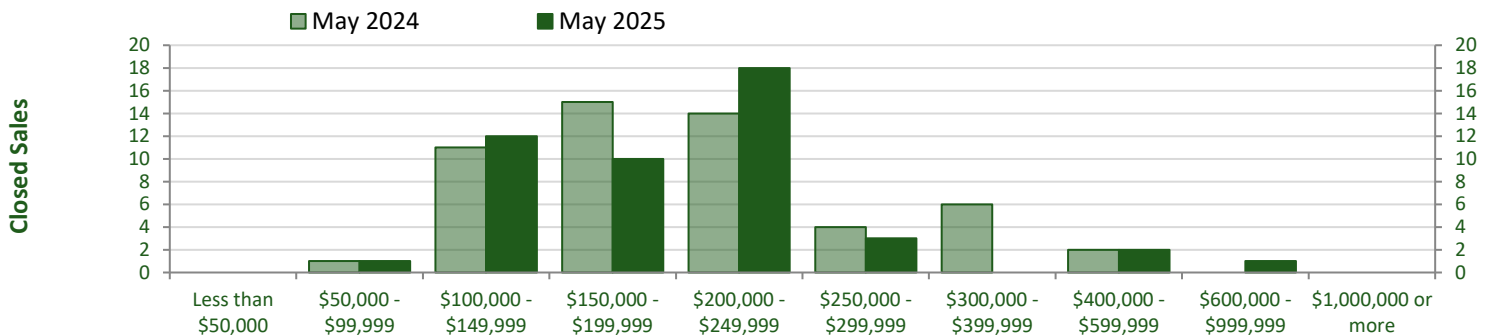


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	12	9.1%
\$150,000 - \$199,999	10	-33.3%
\$200,000 - \$249,999	18	28.6%
\$250,000 - \$299,999	3	-25.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

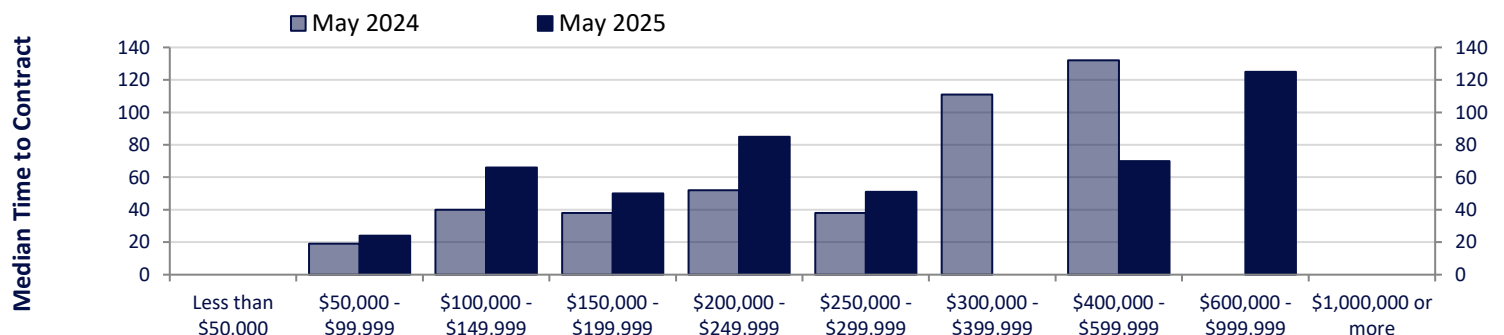


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	24 Days	26.3%
\$100,000 - \$149,999	66 Days	65.0%
\$150,000 - \$199,999	50 Days	31.6%
\$200,000 - \$249,999	85 Days	63.5%
\$250,000 - \$299,999	51 Days	34.2%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	70 Days	-47.0%
\$600,000 - \$999,999	125 Days	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.

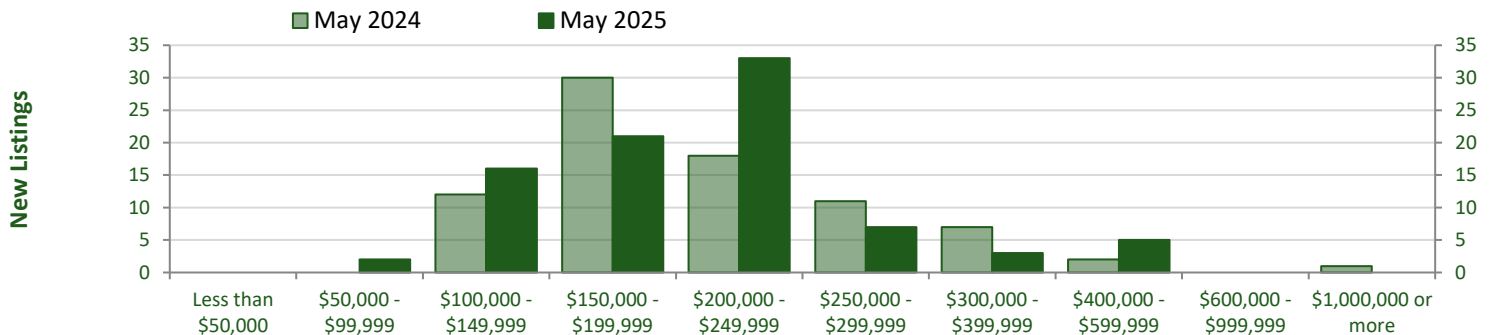


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	16	33.3%
\$150,000 - \$199,999	21	-30.0%
\$200,000 - \$249,999	33	83.3%
\$250,000 - \$299,999	7	-36.4%
\$300,000 - \$399,999	3	-57.1%
\$400,000 - \$599,999	5	150.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%

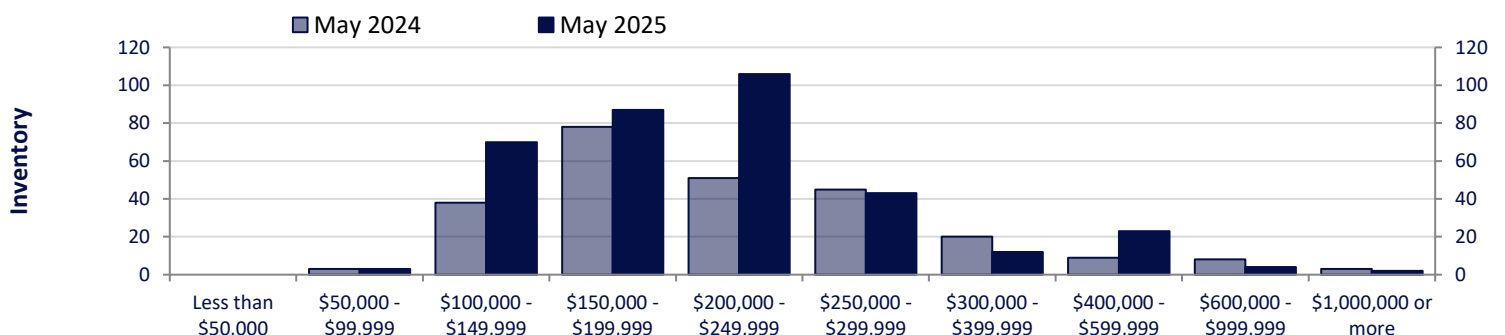


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	70	84.2%
\$150,000 - \$199,999	87	11.5%
\$200,000 - \$249,999	106	107.8%
\$250,000 - \$299,999	43	-4.4%
\$300,000 - \$399,999	12	-40.0%
\$400,000 - \$599,999	23	155.6%
\$600,000 - \$999,999	4	-50.0%
\$1,000,000 or more	2	-33.3%



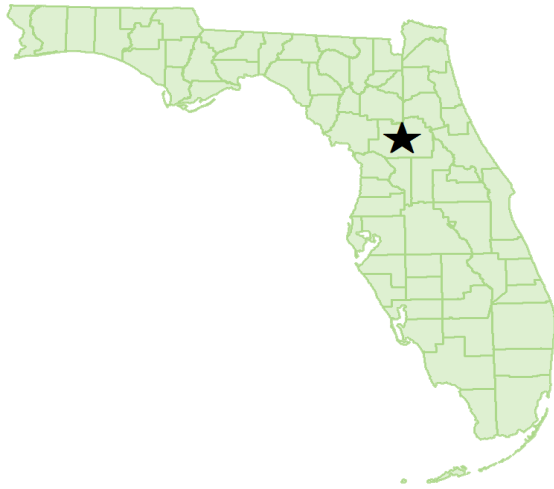


# Monthly Distressed Market - May 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	47	53	-11.3%
	Median Sale Price	\$200,000	\$199,900	0.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

